

*The*

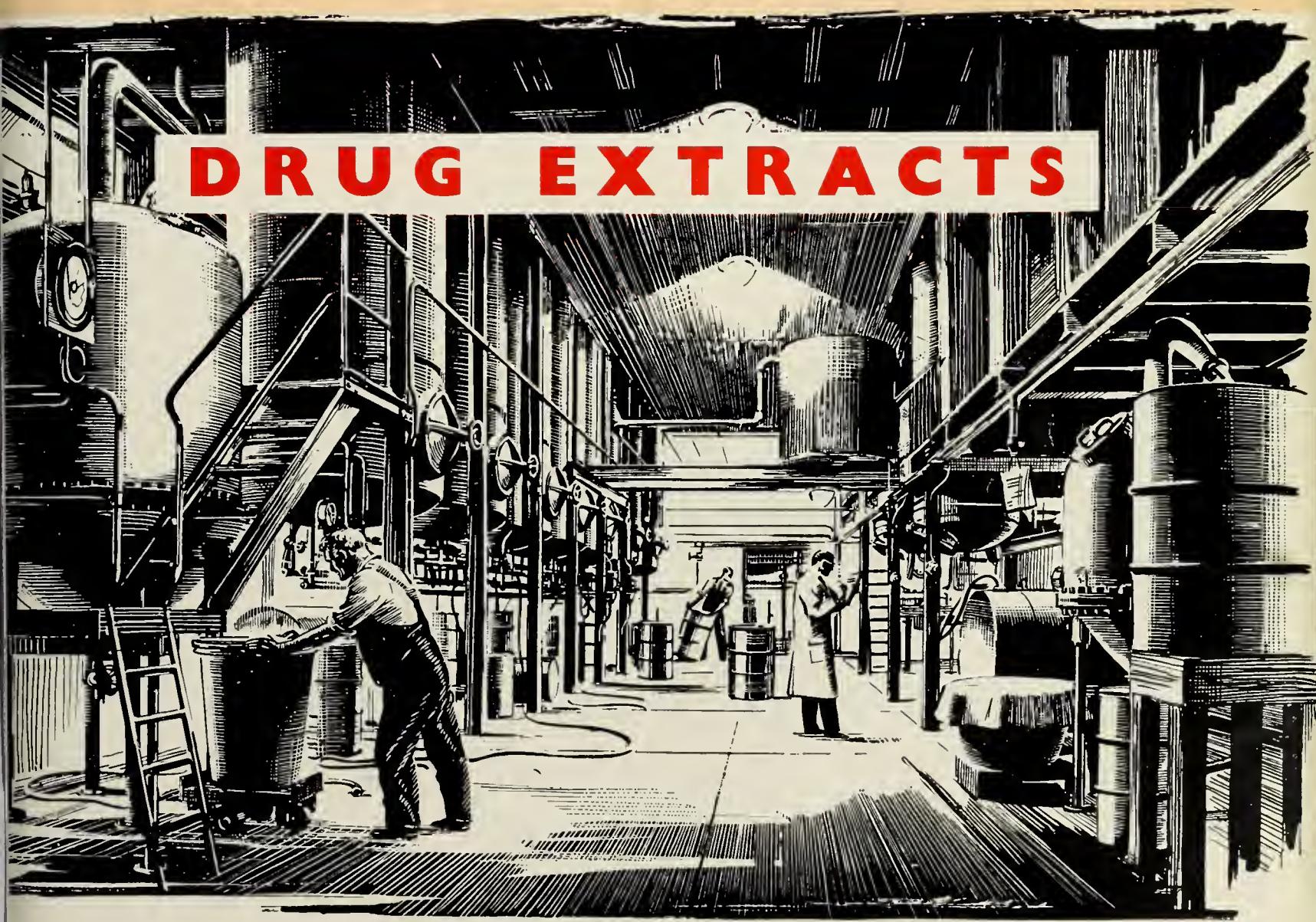


# CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

MARCH 21 1959

## DRUG EXTRACTS



taffordAllenS offer the longest experience in the preparation of fine medicinal extracts. Our high vacuum concentration process ensures full therapeutic activity. We manufacture liquid, granulated, powdered and standardized extracts; also concentrated extracts for the preparation of tinctures, infusions, liquid extracts, decoctions, confections, etc., etc.

May we quote you for your requirements?

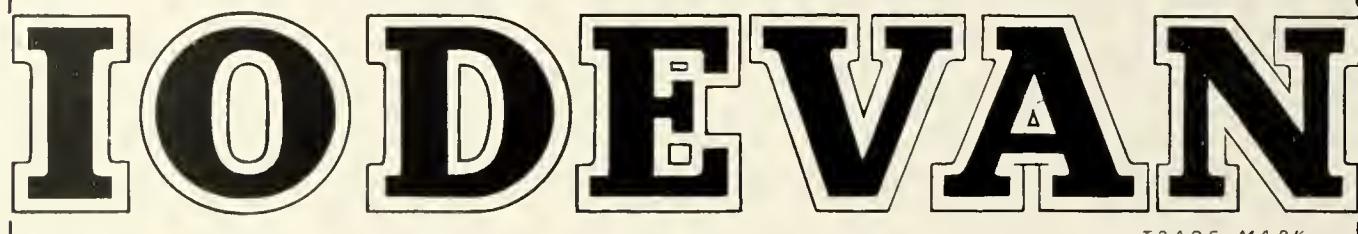
**TAFFORD ALLEN & SONS LIMITED**  
HARF ROAD, LONDON, N.1

Telephone: CLErkenwell 1000



**StaffordAllenS**

TAS/AL/437



A NEW CONCEPT  
IN  
ANTISEPSIS

Iodevan (an iodophor consisting of a 1% aqueous solution of iodine solubilised with a non-ionic surface active agent) presents iodine in a form ideal for disinfection and antisepsis and from which the undesirable properties of iodine are eliminated.

THE ADVANTAGES OF IODEVAN

POWERFUL ANTISEPTIC ACTIVITY: undiluted IODEVAN contains approx. 8,000 parts per million active iodine.

ABSENCE OF TOXICITY: It is non-corrosive and causes no pain when applied to open wounds.

NON-STAINING: It is not permanently staining to clothes or skin.

BUILT-IN INDICATOR: the amber colour of IODEVAN is a reliable indicator of the germicidal potency of the solution.



EVANS MEDICAL SUPPLIES LTD  
LIVERPOOL AND LONDON

# SEDATION QUESS PARABAL

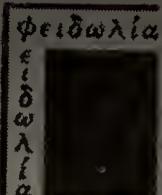
Reduces phenobarbitone intake to one sixth  
without loss of sedation.

Each tablet contains 260 mg. Phenobarbitone  
Sodium Dihydroxyaluminiumaminoacetate.

Bottles x 100 tablets — 5/6 plus p.t.

Bottles x 500 tablets — 22/6 plus p.t.

All wholesale chemists hold stocks.



WEST PHARMACEUTICAL COMPANY LTD

9 Palmeira Mansions Church Road Hove 3 Sussex  
Telephone Hove 70608

# FIVE

## facts

## about

# Dettol

Dettol is active against both Gram-positive and Gram-negative micro-organisms.\*

It is non-poisonous, non-corrosive and non-staining.

It is well tolerated on the skin and tissues in high concentrations.

It retains a high degree of efficiency in the presence of organic matter.

It is compatible with soap.

\*Under standard conditions of test a 1 in 100 dilution kills *Staph. aureus* — and a 1 in 500 dilution kills *Strep. pyogenes*—in ten minutes.

Bacteriological data and other Dettol literature available from Reckitt & Sons Limited, Pharmaceutical Department, Hull.

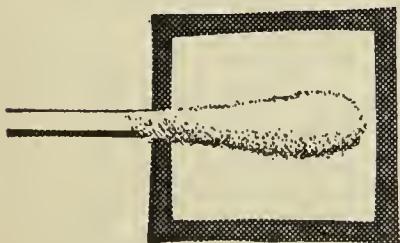




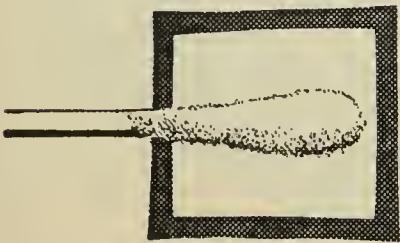
**Q-TIPS**

REGISTERED TRADE MARK

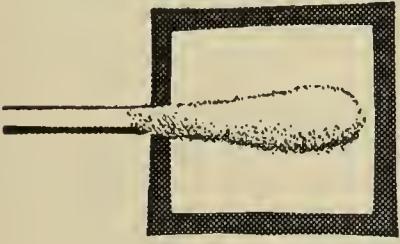
a statement to the  
**WHOLESALE AND RETAIL TRADES**



'Q-TIPS', for the first time in Britain, are now operating independently of any other company.



'Q-TIPS' distribution will be undertaken through wholesale channels only.



For details of 'Q-TIPS' special promotion No. 1, which means extra profit for you, contact your wholesaler or:



'Q-Tips' (Great Britain) Limited,  
41-43 North Road, Southend-on-Sea, Essex.  
Tel: Southend-on-Sea 46072

# You stock combs as part of your service . . . make it a PROFITABLE part

We show the Barnet Magnum R.30 Bonus dispenser, giving a complete range of guaranteed combs in one compact unit with free bonus dozen. It is one of eleven dispenser cabinets in the Barnet range.



*Sell*



## BARNET COMBS and refill your cabinets for up to 72% PROFIT

Your wholesaler can give you the best service in the country for Barnet cabinets and highly profitable refills from the largest range in the world.

**ORDER FROM YOUR USUAL WHOLESALER**

*Distributed by (Wholesale only)*

E. R. HOLLOWAY SALES LIMITED  
BESSEMER RD., WELWYN GARDEN CITY, HERTS.  
TELEPHONE: WELWYN GARDEN 4444

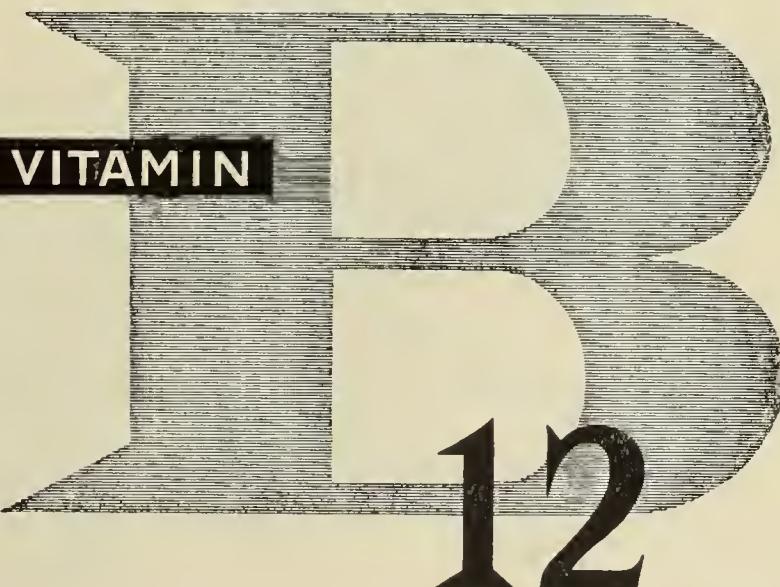
## INDEX TO ADVERTISERS

Allen & Hanburys, Ltd. ....	Cover iv	Daniel, Richard, & Son, Ltd. ....	6
Allen, Stafford, & Sons, Ltd. ....	Front Cover	'Dettol' ....	2
Antigen, Ltd. ....	58	Distillers Co. (Biochemicals), Ltd. ....	39
Associated TeleVision, Ltd. ....	52, 53		
Barker, Robert, & Son, Ltd. ....	58	Esso (Flit) ....	10, 11
Beatson, Clark & Co., Ltd. ....	29	Evans Medical Supplies, Ltd. ....	Cover ii
Bencard, C. L., Ltd. ....	47		
Berdoe & Fish ....	Classified Section	George, Ernest J., & Co. ....	Classified Section
Borax Consolidated, Ltd. ....	38	Glaxo Laboratories, Ltd. ....	5
Bowring, C. T., & Co. (Fish Oils), Ltd. ....	57	Goya, Ltd. ....	50, 51
Box, W. H. ....	57	Groves, O. R., Ltd.—Sunfresh....	12, 13
British Drug Houses, Ltd. ....	36		
British Nylon Spinners, Ltd. ....	16	Haffenden, W. W., Ltd. ....	54
Buckley Bowker Tablet Co., Ltd. ....	57	Halex ....	26
Burroughs Wellcome & Co. ....	30, 32	Heinz, H. J., Co., Ltd. ....	31
Burson Elastic Stockings ....	58	Holloway, E. R., Ltd. ....	4, 48
Cadbury Brothers, Ltd. ....	35	Hooper, B., & Co., Ltd. ....	38
Calmic, Ltd. ....	20		
Chemist and Druggist Pharmaceutical Formulas, Volume II ....	59	Illingworth, E., & Co. (Bradford), Ltd. ....	46
Cooper, McDougall & Robertson, Ltd. ....	14, 15	Kembell, Bishop & Co., Ltd. ....	43
Cox, Arthur H., & Co., Ltd. ....	8		
Cuticura Preparations ....	56		
Cuxson, Gerrard & Co., Ltd. ....	8		

(continued overleaf)

## GLAXO LABORATORIES

*Leading producers of*  
**VITAMIN**  
**OFFER**  
**PURE CRYSTALLINE SUBSTANCE**  
**B<sub>12</sub> TRITURATES**  
**B<sub>12</sub> SOLIDS**



**FOR ALL PHARMACEUTICAL PURPOSES**

**Pure—stable—high biological activity**

\* Produced by *streptomyces griseus* fermentation



BULK SALES DEPARTMENT, GLAXO LABORATORIES LTD., GREENFORD, MIDDLESEX. BYRON 3434  
*Subsidiary Companies or Agents in most countries*

## INDEX (cont.)

Laughton & Sons, Ltd. .... 41  
 Lederle Laboratories Division .... Interleaved Edit., 323  
 Lewis & Burroughs, Ltd. .... 7  
 Lilly, Eli, & Co., Ltd. .... 35  
 London Commercial Electrical Stores .... 56

Macarthy's (Wholesale Chemists), Ltd. .... 7  
 Macdonald & Son, Ltd. .... 21  
 Maw, S., Son & Sons, Ltd. .... 37  
 May & Baker, Ltd. .... 44, 45  
 Metal Box Co., Ltd. .... 24  
 Mondart, Ltd. .... 18, 19  
 'News Chronicle' .... 49  
 Normalair, Ltd. .... 36

Ormskirk Photo Services .... Classified Section  
 Orridge & Co. .... Classified Section

Pascall-Knight, Ltd. .... 29  
 Pears' Baby Powder .... Interleaved Edit., 324  
 Polarizers (U.K.), Ltd. .... 25  
 Powley, R., & Sons, Ltd. .... 42  
 Progress Shaving Brush Co. .... 38

Q-Tips ..... 3  
 Racasan, Ltd. .... 55  
 Regna Cash Register Co. .... Cover iii  
 Rentokil, Ltd. .... Interleaved Edit., 34  
 Roberts Windsor Soap Co., Ltd. .... 17  
 Salter, George, & Co., Ltd. .... 40  
 Scherer, R. P., Ltd. .... 23  
 Schutze, F., & Co., Ltd. .... Classified Section  
 Scott & Turner, Ltd. .... Interleaved Edit., 33  
 Smith Kline & French Laboratories, Ltd. .... 22  
 Thompson & Capper, Ltd.—Mothaks ..... 9  
 Twinco Combs ..... 41  
 Warner, Wm. R., & Co., Ltd. .... 28  
 Webster, Isaac, & Sons, Ltd. .... 57  
 West Pharmaceutical Co., Ltd. .... 1  
 Whitaker & Co. (Kendal), Ltd. .... 58  
 Wilson & Mansfield, Ltd. .... 57  
 Woodward, G. O., & Co., Ltd. .... 27  
 Zeal, G. H., Ltd. .... 42



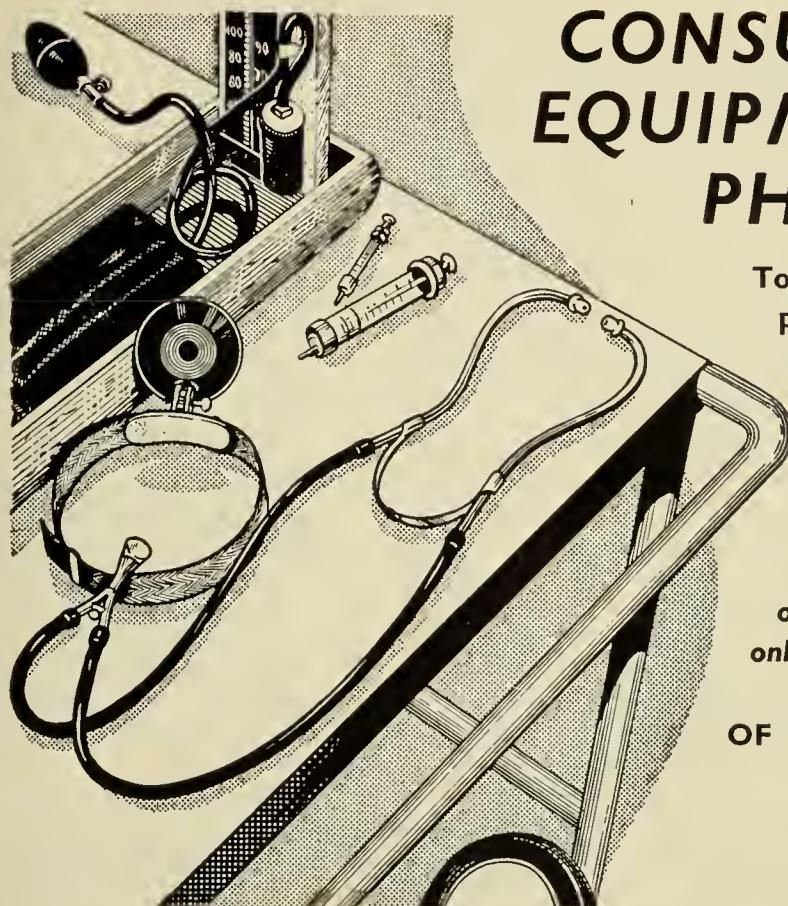
Sample box gladly sent upon request from

**RICHARD DANIEL & SON, LTD.**

Mansfield Rd., Derby. Tel. 40671 (10 lines) and at  
 Grosvenor St., Ashton-u-Lyne. Tel. 5161 (9 lines)

Manufactured and packed  
in the Laboratories of

# CONSULTING ROOM EQUIPMENT AND THE PHARMACIST



To many busy General Practitioners the pharmacy is the obvious place from which to obtain a new stethoscope or to hand in broken diagnostic equipment for repair, etc.

Our Surgical Department is stocked, equipped and staffed to help you to encourage this demand and as with our other services, distribution is channelled only through the pharmacist.

SEND FOR A COPY  
OF OUR NEW ILLUSTRATED LIST

## MACARTHY'S

(WHOLESALE CHEMISTS) LTD

**ROMFORD, ESSEX** Tel: Romford 46021

## LEWIS & BURROWS LTD.

WISH TO ACQUIRE SUBSTANTIAL BUSINESSES  
SHOWING REASONABLE PROFITS

- Commanding Main Road positions essential
- Minimum Turnover £15,000 per annum
- Better Class Trade with good Cosmetic Agencies preferred

WRITE IN CONFIDENCE TO THE COMPANY SECRETARY

J. P. JEFFERY, F.C.I.S. Lewis & Burrows Ltd., Mappin House, Winsley St., London, W.1



Excellent formula. Modern pack and Display material

### CARTONED TUBES PACKED IN SHOWOUTERS OF 1 DOZEN

Write to us for large sample tube and generous  
Trade Terms

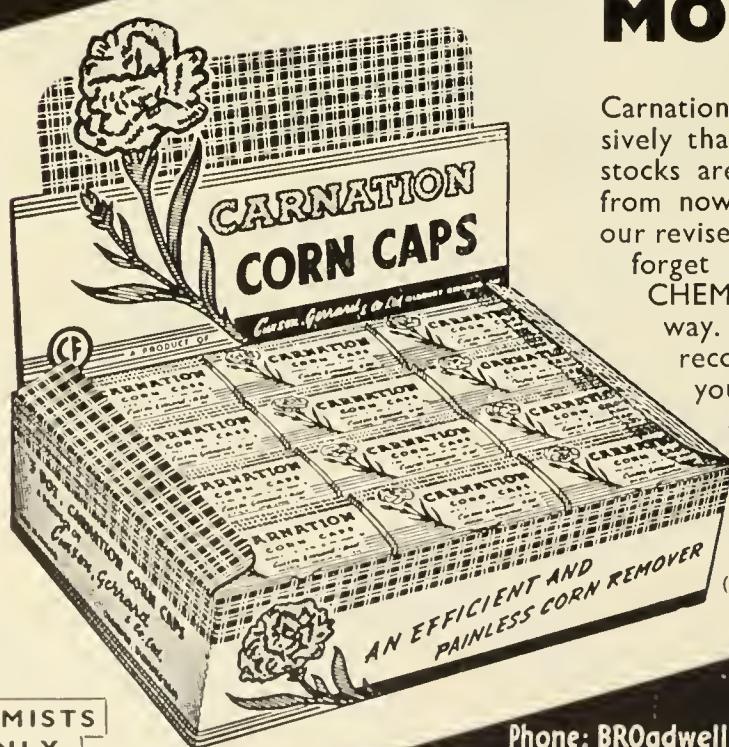
*stock up early this year*

ARTHUR H. COX & CO. LTD  
BRIGHTON · ENGLAND

In the service of pharmacy for 120 Years

Still the most popular  
Corn remover

THIS YEAR  
MORE ADVERTISING! MORE SALES!!  
MORE PROFIT!!!



Carnation Corn Caps will be advertised more extensively than ever before this season. Make sure your stocks are adequate, and display them prominently from now onwards. Bigger sales are anticipated and our revised terms offer better than ever profits. Don't forget too that Carnations are still strictly CHEMISTS ONLY. This is a first-class line in every way. It sells readily, both through enthusiastic recommendation and national advertising. All you have to do is to display them — they sell themselves.

RETAIL 1/3d. PACKET (INC. TAX)  
TRADE 8/3d. DOZEN (PLUS TAX)

CARRIAGE PAID ORDERS  
£6 AND OVER  
(ALL PRODUCTS)

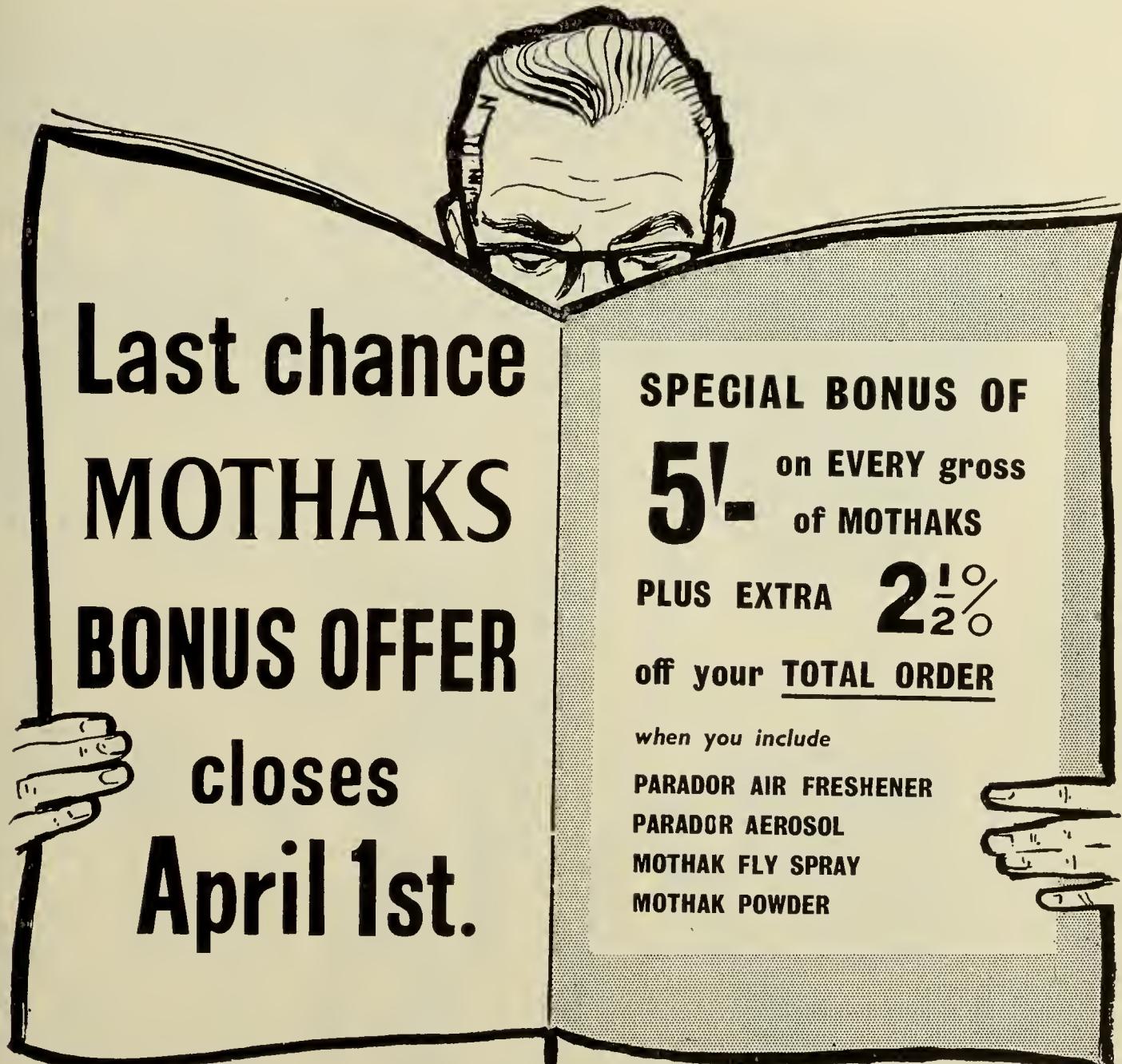
£6 AND OVER  
(ALL PRODUCTS)

A  
PRODUCT OF

*Cuxson Gerrard & Co. Ltd.*

Phone: BROadwell, 1355 . OLDBURY • BIRMINGHAM

CHEMISTS  
ONLY



**Last chance  
MOTHAKS  
BONUS OFFER  
closes  
April 1st.**

**SPECIAL BONUS OF  
5! on EVERY gross  
of MOTHAKS**

**PLUS EXTRA 2½%  
off your TOTAL ORDER**

*when you include*

PARADOR AIR FRESHENER  
PARADOR AEROSOL  
MOTHAK FLY SPRAY  
MOTHAK POWDER

MOTHAK FLY SPRAY  
AND  
PARADOR AEROSOL  
BIGGER ADVERTISING—  
BEST PROFITS

**NOW  
ONLY 4'3**  
TERRIFIC VALUE!

# MOTHAKS

THOMPSON & CAPPER, LTD. LIVERPOOL 24.

# FLIT 1959 BIG

ON ALL FLIT PRODUCTS OTHER  
THAN PRESS-BUTTON SPRAYS

**10%**

on orders to value of £10  
(list price) and over

**7½%**

on orders to value of £8  
(list price) and over

**5%**

on orders to value of £5  
(list price) and over

**NEW**  
CONTINUOUS-  
ACTION  
SPRAYER



**3'9**

RETAIL

Flit Liquid Insecticide \* Flit Insect Repellent Lotion  
Flit Livestock Spray \* Flit Sprayer  
Flit Powder \* Flit Continuous-Action Sprayer

ALL PRODUCTS

# GIANT SPACES

DAILY MAIL  
DAILY EXPRESS  
DAILY MIRROR  
DAILY TELEGRAPH  
NEWS CHRONICLE

in the

# BONUS OFFER!

**PRICES SLASHED!**

All 5 oz reduced by 1/-  
to 4/6 each (retail)

12 oz reduced by 1/6  
to 9/- each (retail)

\*\*\*\*\*  
**NEW**  
**INSECT REPELLENT**  
**LOTION**

in handbag  
size bottle

**2'9**

RETAIL



**ON ALL  
FLIT PRESS-BUTTON SPRAYS**

**10%**

on any 12 dozen  
assortment

**7½%**

on any 8 dozen  
assortment

**5%**

on any 4 dozen  
assortment

Flit Flying Insect Killer 5 oz, 12 oz \* Flit Air Freshener 5 oz  
Flit Moth Proofer 5 oz \* Flit Ant and Crawling Insect Killer 5 oz  
Flit Woodworm Killer 5 oz

ALL PRODUCTS

\*\*\*\*\*

really **HEAVY ADVERTISING**

continuous & forceful

advertising in the **RADIO TIMES** and  
**WOMEN'S MAGAZINES**

**ORDER NOW!**

**OFFER CLOSES**

**30th APRIL**

**1959**

# Sunfresh

*Regd. Trade Mark*

## COMPETITION TO EMPTY YOUR SHELVES

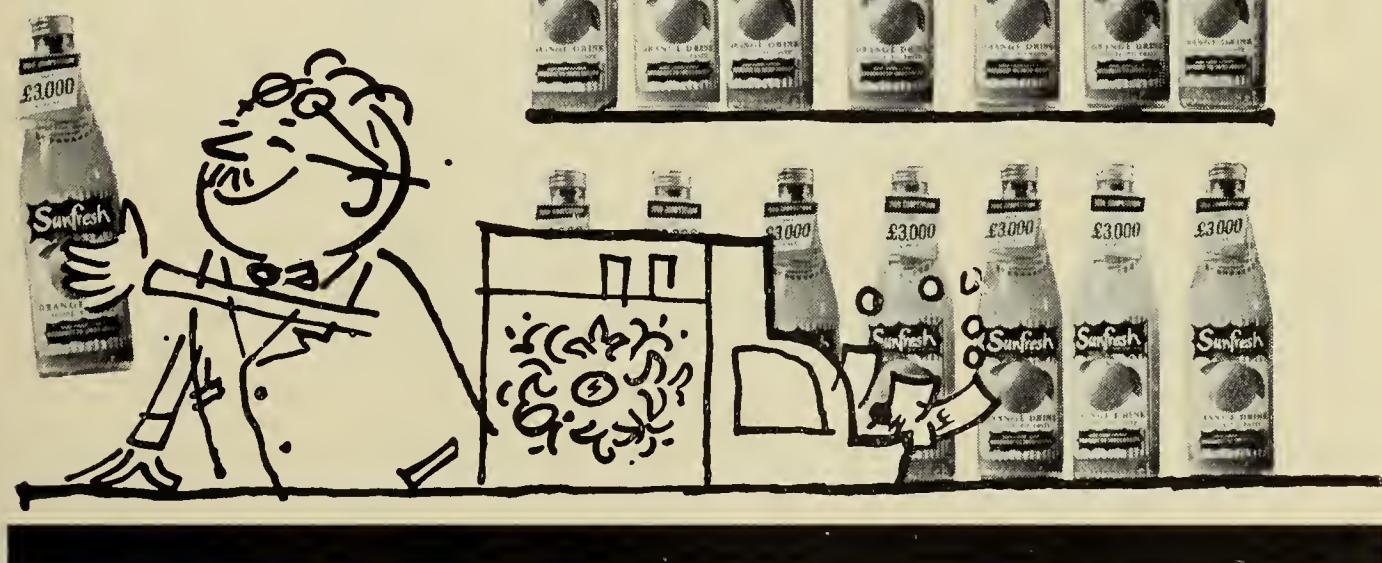


Thousands entering for Sunfresh £3000 competition. *And every entry a Sunfresh sale.* Many more thousand entries expected before closing date—May 31st. *And every entry a Sunfresh sale.* You stock it—Sunfresh competition and advertising shifts it. Sunfresh on TV. Bus sides. In National newspapers. *And local press.* Glorious Sunfresh for glorious sales.

# NEW Sunfresh

Regd. Trade Mark

## BONUS OFFER TO FILL YOUR TILL



Order Sunfresh Orange now. You get a free bottle of either Sunfresh ORANGE, LEMON GLUCOSE, OR LEMON BARLEY GLUCOSE with every one dozen case delivered between March 30th and April 30th. Tell your usual supplier which of the free bottles you want. Make sure you have plenty of supplies for the holiday.

O. R. Groves Ltd., 20 Jermyn St., London, W.1. Tel. GERrard 9484 (7 lines)

There is  
**MASSIVE ADVERTISING**  
for **COOPER AEROSOLS**  
this year

*to help YOUR sales*



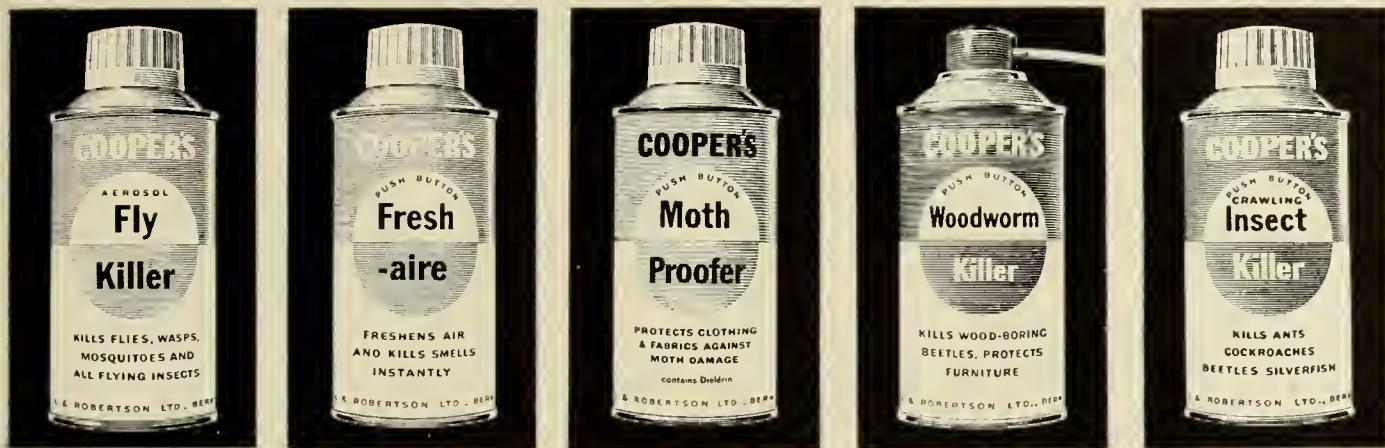
\* **TELEVISION** ALL stations continuously for 23 WEEKS from April to October.

\* **NATIONAL PRESS** Dominating, LARGE spaces in National Dailies, and 'Radio Times' from April to October.

\* **MAGAZINES** Special support in 8 women's interest, home-making, and 'Do-it-yourself' magazines continuously for 9 MONTHS.

\* **DISPLAYS GALORE** Specially designed to help you SELL. From your Cooper representative or direct.

Better aerosols—and lower prices—through COOPER research



...and LOWER PRICES too

Cooper's were first to bring aerosol prices down to 4/6d for the popular size and 9/- for the large. These now apply to the whole fast-selling range of Cooper's household aerosols—Fly Killer, Fresh-aire, Moth Proofer, Crawling Insect Killer, Woodworm Killer. With advertising support more than double that of last year, the range will now sell faster than ever.

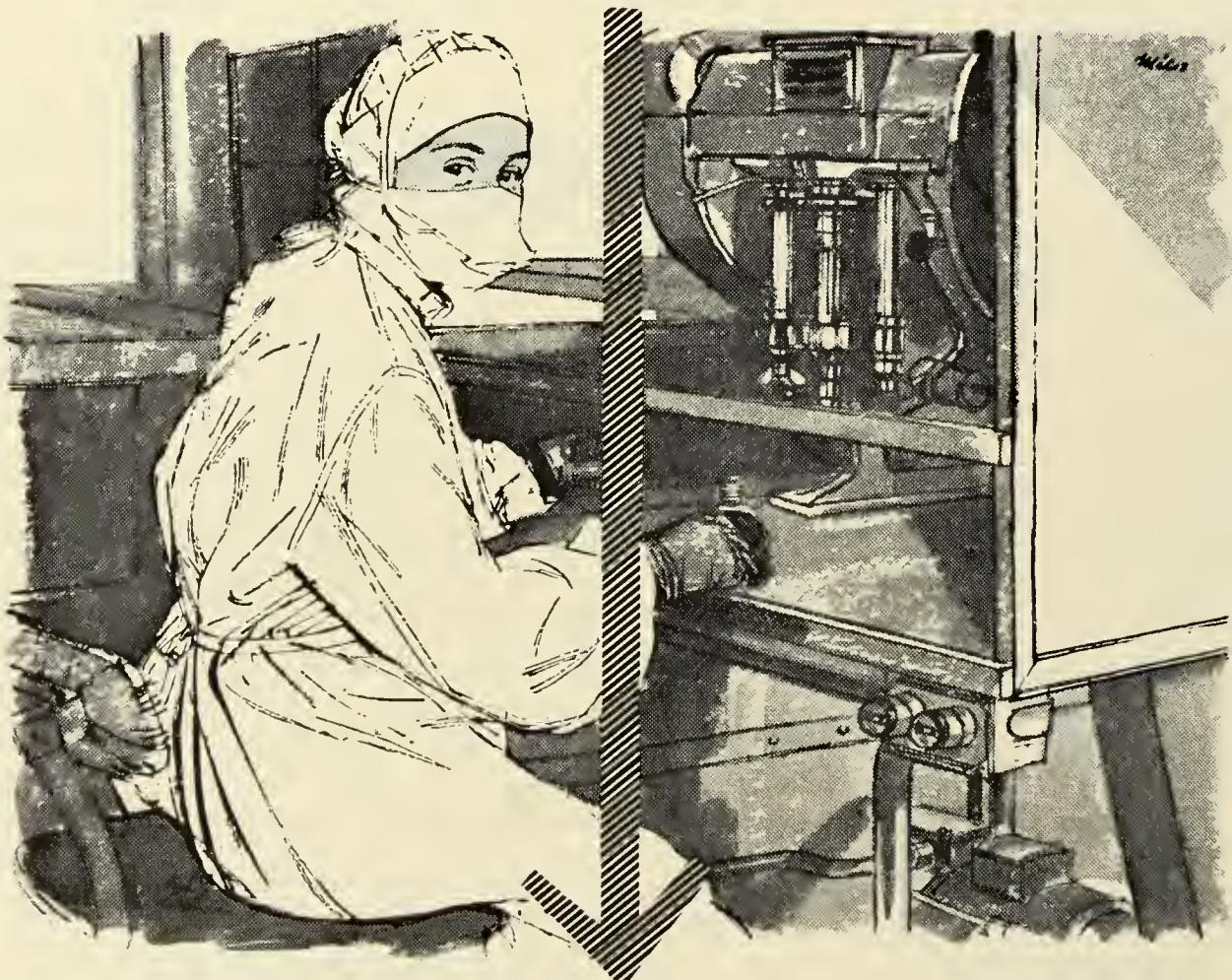
\***Special  
Bonus**

● Remember—Cooper's is the push-button range that sells—the range that the public knows and trusts. Stock up with Cooper aerosols now! There's an **EXTRA BONUS** of up to 7½% for orders placed before April 30th. It now *pays more than ever to stock the full Cooper range.*

**COOPER'S**

# DOWN COME COSTS

AS *Nylon* GOES TO WORK



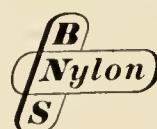
**Nylon** WORK WEAR saves money not only on a cost-for-life basis but also indirectly by reducing running costs and by increasing efficiency all round. Overalls, Lab. Coats, Clean Area Suits, Aprons and Gloves — all are available now in nylon. All have these important advantages :—

**Easy laundering**  
**Lint-free**

**Longer, smarter wear**  
**Better hygiene**

**Shrink-proof**  
**Light and comfortable**

Write to BRITISH NYLON SPINNERS LIMITED  
Marketing Department, 68 Knightsbridge, London, S.W.1, for your  
free copy of 'NYLON'S OVERALL ADVANTAGES'.



# ROBERTS WINDSOR

## fine soaps and toiletries



New advertising  
sells loveliness  
through full colour

*colourful products ...*

*colourful packs ...*

*colourful advertising ...*

Roberts Windsor's growing popularity is apparent—and it has extra backing from beautiful full-colour advertisements in major women's magazines like WOMAN, WOMAN'S OWN, QUEEN, HOMES & GARDENS, EVERYWOMAN, HOUSEWIFE, GOOD HOUSEKEEPING and WOMAN & BEAUTY plus regular smaller spaces in National class newspapers like the Daily Telegraph.

# Introducing

# max

## Look at the Packs

Specially designed to appeal strongly to women. Gay, arresting, with unbreakable plastic tops in matching pastel colours. Eye catching, easily recognised and remembered.



## \* Stock up with max

These three Max products are the forerunners of the biggest range of Aerosols ever planned.

The Max range is made to exacting and advanced formulae — brilliantly efficient, technically supreme, safe and simple for women to use.

## SOON EVERYONE WILL KEEP

# the *New* aerosol range

at **4/6**

*T.V. every night for 14 weeks*

**PLUS THE RADIO TIMES**

EVERY WEEK FOR 13 WEEKS

**PLUS THE T.V. TIMES**

EVERY WEEK FOR 11 WEEKS

**PLUS ALL HOME MAGAZINES**

CONTINUOUSLY FOR FOUR MONTHS

**PLUS TRADE PRICE 40/6d PER DOZ.**

**INTRODUCTORY BONUS OFFER UP TO APRIL 30th**

**2½%**

Extra  
discount on  
orders of  
1½ dozen ( $\frac{1}{2}$   
dozen of each)

**5%**

Extra  
discount on  
orders of  
3 dozen (1  
dozen of each)

**7½%**

Extra  
discount on  
orders of  
6 dozen  
(your choice)



You can order **Ma X** from your usual wholesaler

**MONDART LIMITED, 49 PARK LANE, LONDON, W.1**  
HYDE PARK 2155

**max ABOUT THE HOUSE**

# A PRODUCT OF RESEARCH

## AVAILABLE FOR PRESCRIPTION NOW

ORAL IRON—A NEW PRESENTATION

# FERROMYN

## Capsules

Many constructive reports originating from doctors who are prescribing **FERROMYN** in many countries throughout the world sponsored the developments to improve its effectiveness still further. It became evident that it was necessary to present **FERROMYN** in a new form to achieve an even more rapid disintegration, coupled with increased stability.

During the past two years, tests have been carried out presenting Ferrous Succinate in many forms—**THE MOST SATISFACTORY OF WHICH HAS PROVED TO BE A CAPSULE.**

### Providing these outstanding advantages:

(i) ferric iron content is not more than 0.5 mg. and does not increase on prolonged storage.	(ii) disintegration is rapid (5 minutes).
	(iii) intolerance is less than 1%.
	(iv) haemoglobin response is 1%–2% per day.

**FERROMYN** (Ferrous Succinate), originated and developed in our own laboratories, is prepared from the mild, atoxic ferrous salt of succinic acid and is one of the most effective organic iron salts, requiring no other additives to produce a rapid haemoglobin response or to reduce the intolerance and side effects usually associated with oral ferro-therapy.

## FERROMYN IN **3** FORMS: CAPSULES, TABLETS, ELIXIR

### FORMULAE

#### **FERROMYN**

Each capsule/tablet/teaspoonful contains:  
Ferrous Succinate . . . . . 150 mg

#### **FERROMYN 'B'**

Each capsule/tablet/teaspoonful contains:  
Ferrous Succinate . . . . . 150 mg  
Aneurine Hydrochloride . . . . . 1 mg  
Riboflavin . . . . . 1 mg.  
Nicotinamide . . . . . 10 mg.

### DOSAGE

one capsule, tablet or teaspoonful between meals or as prescribed.

### PRESENTATION

**FERROMYN** Capsules } Tablets } Packs of  
Basic N.H.S. cost: from 1,000 dispensing pack.  
100 capsules/tablets 2/7d. + P.T.

#### **FERROMYN** Elixir

Bottles of 4 ozs. and 20 ozs.  
Basic N.H.S. cost:  
4 ozs. elixir 3/-ld. + P.T.

**FERROMYN 'B'** Capsules } Tablets } Packs of  
Basic N.H.S. cost: from 1,000 dispensing pack.  
100 capsules/tablets 3/3d. exempt P.T.

#### **FERROMYN 'B'** Elixir

Bottles of 4 ozs. and 20 ozs.  
Basic N.H.S. cost:  
4 oz. elixir 4/-d. exempt P.T.

**CALMIC**

purely British Pharmaceuticals

CALMIC LIMITED · CREWE HALL · CREWE · CHESHIRE · Crewe 3251/7

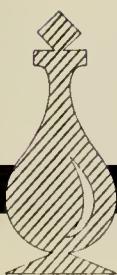
You're away in front with

# FILM-WRAPPED DRESSINGS



**CHANGE NOW TO**  
**Certor** **FILM-WRAPPED**  
Regd.  
**CARTONNED DRESSINGS**  
B.P.C.

SEND TO-DAY FOR  
 THIS SAMPLE RANGE ➤



**MACDONALD & SON LTD. of MANCHESTER & LONDON**

PORLAND MILL, ASHTON-UNDER-LYNE, LANCS. 25 HOLYWELL ROW, LONDON, E.C.2  
 TELEPHONES: ASHTON-UNDER-LYNE 4422 (10 LINES). BISHOPSGATE 4809 (2 LINES)

Just look at the handsome Certor film-wrapped dressings! Truly the herald of a new era of dressings packaging. So well protected. So brilliant on display. Packs for the progressive chemist.

**THE CERTOR DRESSINGS COLOURS**

**BLUE** cartons for Cotton Wool

**GREEN** for White Lint

**RED** for Boric Lint

**MAROON** for Gauze





*Two outstanding skin preparations*

*showing a big margin of profit*

## PRAGMATAR for dandruff

'Pragmatar' is highly effective in the treatment of dandruff. Fresh, pleasant-smelling, 'Pragmatar' has these advantages:

- Oil-in-water base, free from grease or wax.
- Cetyl-alcohol coal-tar distillate: all the advantages of crude coal-tar but does not irritate.
- Safe for children.

### PRAGMATAR for dandruff safe • effective

in 1 oz. tubes at a retail price of 4½d.

## ESKAMEL for acne

Acne sufferers like using 'Eskamel'. Here are three reasons why:

- 'Eskamel' often brings improvement not in weeks or months—but in days.
- The flesh-tinted base conceals the lesions while the active ingredients are at work.
- 'Eskamel' is pleasant to use: virtually invisible when applied, easy to put on, easy to remove.

### ESKAMEL for acne immediate concealment • rapid control

in 1 oz. tubes at a retail price of 5/1d.

Smith Kline & French Laboratories Ltd, Coldharbour Lane, London SE5 Telephone: BR1xton 7722

# for the vast potential multi-vitamins market

only R.P.  
**Scherer**  
 can provide  
 the complete  
**capsule service**  
 you demand



Multi-vitamins represent an important, rapidly growing market; they are essential to health. Only the large, scientifically controlled Scherer organisation is geared up to provide you with an unequalled, comprehensive and fully confidential production service—NOW.

**LABORATORY CONTROL**  
**Scherer's Triple Guarantee**

1. All materials analysed on delivery.
2. All mixes analysed before encapsulation.
3. All capsules analysed before despatch and protocols available on request.

**PROTECTION**

Hermetic sealing ensures the perfect, permanent protection, essential with many vitamins.

**YOUR SAFEGUARD**

Thousands, or millions, of gelatin capsules can be produced completely to *your* formula—in colours and shapes *exclusive to you*.

**ACCURACY**

Fill tolerance to within 1%.

**COMPLETE SERVICE**

The Scherer service means no capital outlay on your part; you supply your formula, and the encapsulated products, guaranteed, will be delivered to you complete—even strip packed if you wish.

R.P.  
**Scherer Ltd.**

can encapsulate  
 most pharmaceuticals—  
*please ask for details*

R. P. SCHERER, Ltd., 216-222 BATH ROAD,  
 SLOUGH BUCKS 'Phone: SLOUGH 21241.

*and now—*

## METAL BOX OFFERS



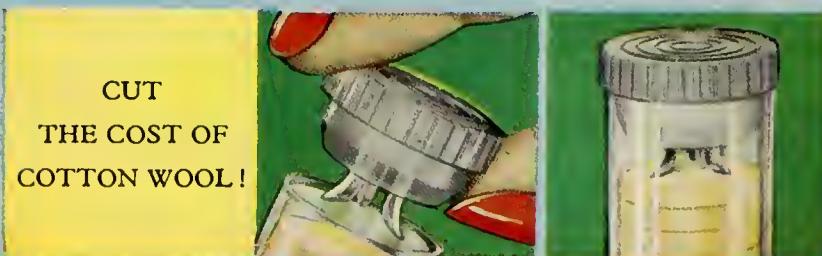
# printed

## POLYSTYRENE TUBES



Pack your products in containers that will not be left on the bathroom shelf! Metal Box polystyrene tubes are attractive and specially designed to be carried in the pocket or handbag.

The colour printed polystyrene tube is the latest aid to the sale of tablets. Direct printing in two colours on the surface of the tube replaces labelling entirely, and the tube presents an extra smart and attractive appearance on the sales counter. Polystyrene tubes are tough and light. Each is effectively sealed by a one-piece polythene stopper, easy to remove and easy to replace. For additional sales-appeal a wide range of coloured stoppers is available. Please ask today for samples and further details.



The Pillar Pack Stopper with the flexible prongs holds tablets gently in place, keeping them undamaged. No cotton wool is needed, no labour to insert it. The tube looks neat,

clean and efficient. Pillar Pack Stoppers can be supplied with the  $\frac{1}{8}'' \times 2\frac{1}{2}''$  tube, and are used by ICI for the Savlon pack featured in the main illustration.



## METAL BOX

# PLASTICS

The Plastics Group of  
The Metal Box Company Limited  
37 Baker Street, London, W.1.  
Hunter 5577

**Polaroid**  
SUNGLASSES  
*lead again*  
with these two  
superb NEW MODELS

**401**

Rimless Gold-filled frame, in semi-upswung style with rocking Pads and neat trims.

**402**

Rimless Gold-filled frame, a sunglass of distinction with new lens shape.

Now is the time to order your 1959 stocks of Polaroid Sun Glasses. Be ready to meet the demand for these Sun Glasses with the unique Polaroid polarizing lens which distinguishes between reflected glare and optically useful light.

**DON'T GET CAUGHT WITHOUT STOCK, ORDER NOW.**

If you have not already received the 1959 Catalogue send for a copy today—it contains the complete range, prices, repair charges, etc.



**POLARIZERS (U.K.) LIMITED**  
186 ACTON LANE • HARLESDEN • N.W.10.

TELEPHONE: ELGAR 6381/2.

TELEGRAMS: POLUK • HARLES • LONDON.

© and POLAROID are the registered Trade Marks  
of Polaroid Corporation, Cambridge, Mass., U.S.A.

*Polaroid*  
SUNGLASSES  
*Best under the sun!*



Spur-of-the-moment  
\* sales go up  
\* with these  
\* free  
\* counter service  
\* units from

# HALEX

*C670 Nylon comb unit:—*

2 dozen pocket combs C101 1/6d. each retail.  
1 dozen bag combs C202 1/9d. each retail.  
1 dozen tail combs C303 1/9d. each retail.  
1 dozen gents' dressing combs C405 2/-d. each retail.  
1 dozen ladies' dressing combs C404 2/6d. each retail.  
Similar units available for 6 dozen Halex  
Acetate or Imprene combs.

Refill packs available  
of 1 dozen combs  
Every comb bubble-packed  
Every comb individually priced  
Wonderful assortment of colours

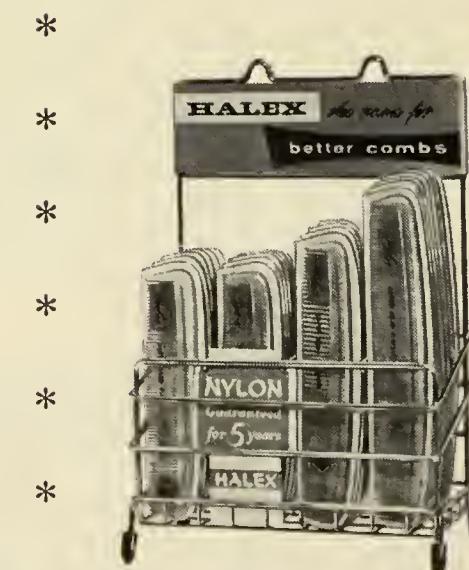
*See your usual wholesaler soon—  
and step up your spur-of-the-  
moment sales.*

**HALEX**

(a Division of British Xylonite Company Limited)  
HIGHAMS PARK, LONDON E.4

\* — *the name for better*

## COMBS



\* For more spur-of-the-moment sales ask your  
wholesaler to deliver one of these 4-dozen wire  
dispensers for nylon, acetate or Imprene combs  
—specially designed to hang or stand.



- Medicinal Tablets prepared to customer's own formulæ
- Quality and accuracy guaranteed
- Modern Plant      ● Prompt Delivery

HOME AND EXPORT ENQUIRIES INVITED

**G. O. WOODWARD & CO., LTD.**

MANUFACTURING CHEMISTS

LARKHALL WORKS, MORRISH ROAD, BRIXTON HILL, LONDON, S.W.2

Telephone: TULSE HILL 9481-2-3

# New PACATAL Elixir

TRADE MARK

**specially for the elderly patient**



PACATAL the improved phenothiazine derivative is already well established for the treatment of mental patients, and is being prescribed more and more for the elderly patient at home.

PACATAL ELIXIR has now been introduced and in this form it is particularly suitable for the elderly patient.

PACATAL ELIXIR is being promoted in the medical press and in mailings to doctors.

*Available now in 4 fl. oz. bottles at a retail price of 7/- —not subject to purchase tax.*

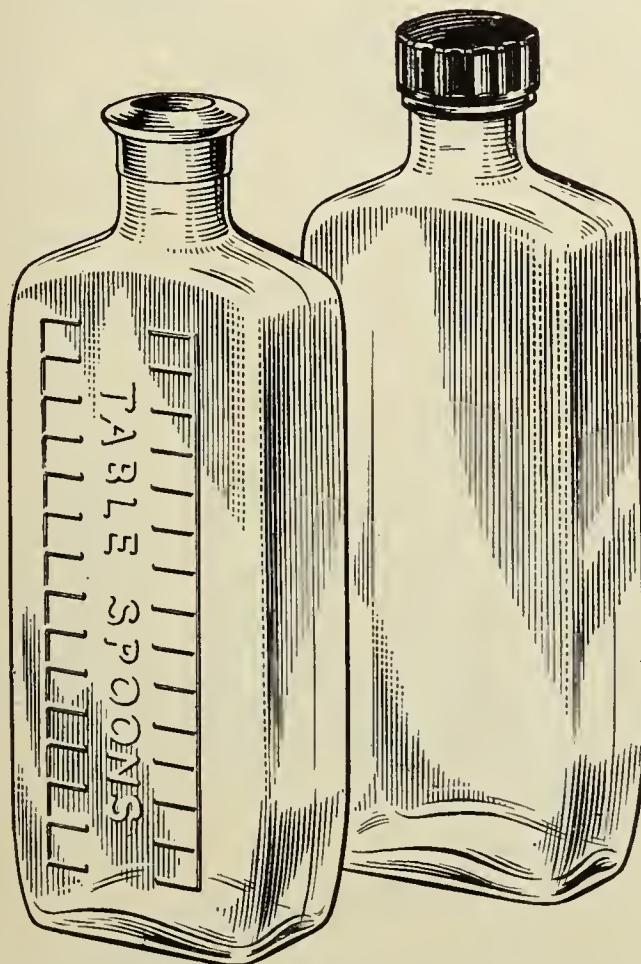
# PACATAL (ppecazine) Elixir



WILLIAM R. WARNER & CO. LTD., EASTLEIGH, HAMPSHIRE.

PAC/414/6

# The Beatson Medical



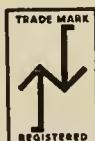
## **Be sure to specify BEATSON**

### AVAILABILITY—THE BEATSON MEDICAL

Cork Mouth—Ungraduated. 1, 2, 3, 4, 6, 8, 10, 12, 16, 20 oz.  
Graduated Teaspoons. 2, 3, 4 oz.  
Graduated Tablespoons. 4, 6, 8, 10, 12, 16 oz.  
Parts. 6 oz. in 6 parts.  
8 oz. in 8 parts.  
12 oz. in 12 parts.

Screw Neck—Ungraduated. 1, 2, 3, 4, 6, 8, 10, 12, 16, 20 oz.  
Graduated Teaspoons. 4 oz.  
Graduated Tablespoons. 6, 8, 10, 12, 16 oz.

Screw Neck AMBER now available. 4, 8, 16 oz.



"The Sign of a Good Bottle"

**BEATSON, CLARK & CO., LTD.**  
GLASS BOTTLE MANUFACTURERS  
ROOTHERHAM *Established 1751* YORKSHIRE

BMI

# GUAVIN

(say Gwar-vin)

## AN ANNOUNCEMENT

The partial failure of the French grape crop has caused a sharp increase in the demand for and the price of CYPRUS fruit from whence comes the sweet grape juice for Guavin. This, combined with the installation of a new and improved quality control system, necessitates an increase in the price of Guavin from 2/9 to 3/- a bottle. This will take effect from April 1st.

We regret this increase. But we are sure of these facts :

First, that the new price more nearly reflects the quite outstanding quality of Guavin.

Second, that at 3/- Guavin is still very competitively priced.

Third, that the sales of Guavin will continue to show a steady and gratifying increase.

*Orders placed before April 1st will be met at pre-increase prices.*

---

### GUAVIN CONTAINS MORE NATURAL GOODNESS THAN ANY OTHER FRUIT DRINK NOW AVAILABLE.

Guavin is pure fruit juice: a blend of the juices of sun-drenched guavas and luscious black grapes. It is extremely rich in Vitamin C (richer by far than blackcurrant juice) and contains a high proportion of pure grape sugars. There is no added sweetening, colouring or flavouring matter. The amber bottle protects the Vitamin C. The golden label sets the seal on its quality.



RETAIL  
Bottle contains  
12½ fl. ozs. m.n.

**3/-**

Guavin is produced to the highest standards of purity by Pascall-Knight Ltd., Croydon (Est. 1931)  
Tel.: CROYdon 3854

# 'SAXIN'

TRADE MARK

## ADVERTISING

**NEXT WEEK  
IN THE  
NATIONAL PRESS**



WELLCOME INSTITUTE LIBRARY	
Coll.	WellMomec
Coll.	
No.	

Next week the great 'SAXIN' Spring Advertising Campaign opens in the National Press. Continuing right through the Summer, advertisements will appear in leading newspapers and magazines, including:

'DAILY EXPRESS'    'DAILY MAIL'    'DAILY MIRROR'  
'DAILY TELEGRAPH'    'WOMAN'S DAY'    'WOMAN'S REALM'

A concentrated TV campaign on all commercial TV Stations will attract many more Summer slimmers.

Be sure to take advantage of this support by displaying and recommending 'SAXIN' — the non-fattening sweetener.

**REGULAR ADVERTISING EVERY  
WEEK FROM NOW UNTIL AUGUST**



BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON



# THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

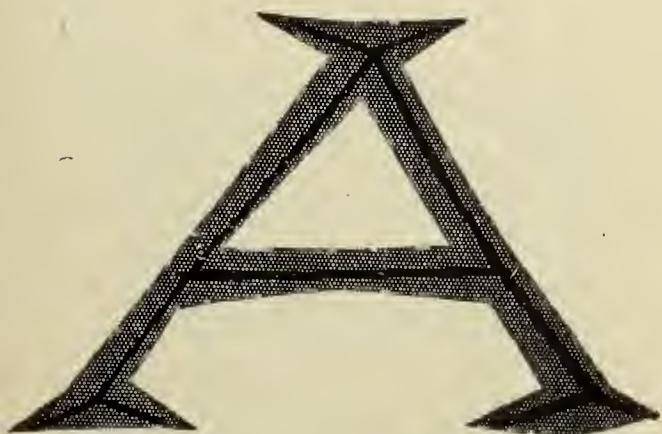
*Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland*

Volume 171

March 21, 1959

No. 4126

## Do mothers ask your advice about baby feeding?



Of course they do. And your advice is particularly valuable to those whose babies are at the mixed feeding stage. You know that a balanced and varied diet trains growing appetites along healthy lines.

That's why you tell mothers about all the 25 kinds of Heinz Baby Foods. You help them, too, to pick out from your displays, varieties that they haven't tried before.

Already well over 1 million cans of Heinz Baby Foods are eaten every week and there is still a huge potential in this growing market. More mothers will be encouraged to buy from you if you stock *all* the varieties and keep them on display.



## YOU and HEINZ<sup>57</sup>

together help  
build healthy babies—  
make healthy profits too!

### CONTENTS

Any Business Questions? ...	317
Automatic Vending ...	307
British Polio Vaccine ...	308
Display Aids in National Campaign	306
Executive Changes at Nottingham ...	311
Fifty Years Ago ...	316
Hospital Contracts in S.W. London	313
Leading Articles:	
The Chemist and his Counter Trade	315
Outlook for Chemical Exports	315
N.H.S. Estimates Approved	309
Onward from Galen ...	316
Pharmaceutical Society of Ireland:	
Council Meeting ...	318
Quest for Nerve Transmitters	320
Retail Changes in Next Ten Years	321
Statutory Committee	308
Topical Reflections ...	305
World Competition in Chemicals	319
Business Changes	312
Coming Events	327
Commercial Television	328
Company News	312
Correspondence	314
Deaths	314
In Parliament	313
Legal Reports	312
Local Officers	305
New Products	307
Overseas Visits	312
Personalities	314
Price Changes	328
Print and Publicity	328
Recent Research	315
Trade Marks	327
Trade Notes	306
Trade Report	325
Wills	327
World Trade	327

INDEX TO ADVERTISERS, Pp. 5 & 6.

Classified Advertisements, p. 60.

PUBLISHED BY  
MORGAN BROTHERS (PUBLISHERS), LTD.,  
at 28 Essex Street, Strand, London, W.C.2

Telephoné : Central 6565

Telegrams : Chemicus, Estrand, London

WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood.  
GLASGOW: 160 Nether Auldhause Road, S.3. Phone: Langside 2679.  
LEEDS, 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

### ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £2 10s. Single copies one shilling each.

# EVERY SHEEP FARMER IN THE U.K. IS BEING TOLD ABOUT **'Frantin'**

**DISPERSIBLE POWDER**

Contains  
Bephenium Embonate 30%  
Bephenium  
Hydroxynaphthoate 60%

**THE ONLY PROTECTION AGAINST NEMATODIRUS; ALSO HIGHLY  
EFFICIENT AGAINST THESE OTHER SERIOUS WORM PARASITES IN  
THE UNWEANED LAMB:**

*Trichostrongylus axei, Haemonchus contortus, Ostertagia species, Cooperia species.*

There is no worm preparation as effective as 'Frantin'. Its discovery by the Wellcome Research Laboratories represents a tremendous step forward in sheep husbandry. Today, deaths from deadly Nematodirus Infestation can be prevented and the retarding effects of other worm parasites soon halted by dosing unweaned lambs with 'Frantin'.

Lambs treated with 'Frantin' are healthier, heavier and more profitable to the farmer.

**PLACE  
YOUR  
ORDER  
NOW  
FOR  
DELIVERY  
IN APRIL**

**Issued in bottles of 250 gm.**

**Discovered by the Wellcome Research Laboratories**



BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.)  
The Wellcome Building, Euston Road, London, N.W.1. Tel. Euston 4477  
and 18 Merrion Square, Dublin. Tel. 65751/2



# The CHEMIST AND DRUGGIST

Volume 171

MARCH 21, 1959

No. 4126

## Pharmacy as a Career

### TWO NEW FILMS TO AID RECRUITMENT

BELIEVED to be the first film on retail pharmacy as a career, "Pharmacy for You," which was shown at a première in London on March 17, has the approval of the Pharmaceutical Society and the National Pharmaceutical Union as giving a fair picture of the career which pharmacy offers.

Although sponsored by Boots Pure Drug Co., Ltd., the film as presented makes no mention of the company because it is designed to be shown to children at public and grammar schools, at careers exhibitions and to interested organisations, etc., to demonstrate the interest, scope and responsibility of the position of the retail pharmacist. The film portrays the rôle of the retail pharmacist in society and tells the story of a boy who, finding he has a leaning towards science, decides on pharmacy as a career. The boy is seen in school and college, and is shown undertaking his year's practical training up to his receipt of the Pharmaceutical Society's certificate. Although indicating that retail pharmacy is an attractive career, the film does not minimise the hard work involved in school and college and in practical training or in the responsibilities inherent in the profession.

At the film's première Mr. W. R. Norman (vice-chairman, Boots Pure Drug Co., Ltd.) said: "There have been a number of requests for such a pharmacy careers film, and only recently I read an article in THE CHEMIST AND DRUGGIST (March 7, p. 254) called "No One to Sell Pharmacy." We hope, therefore, that this film will be useful and will further enhance the prestige of pharmacy as a calling. . . . There appears nowhere in the film either the name or stamp of Boots, so it is available to aid recruiting for all, whether private or company chemist."

Some of the scenes were shot at the College of Technology, Bristol, and at a pharmacy in London. The central character recently qualified and is now completing his National Service.

The second film, "Pharmacy with Boots the Chemists" is designed primarily for use by Messrs. Boots for training their staff and in their own recruiting efforts. It illustrates the many facets of their activities from pharmaceutical manufacture and research to animal husbandry and veterinary science. It may be shown with or without "Pharmacy for You."

Both films are 16 mm., in black and white with sound commentary. "Pharmacy for You" runs for twenty minutes, "Pharmacy with Boots the

Chemists" for ten minutes. They are available on loan, free of charge, from Sound-Services, Ltd., film library, Wilton Crescent, London, S.W.19.

### Festival of Films

#### THREE ADDITIONAL AWARDS

IN addition to the original six categories for films shown competitively in the Festival of Films in the Service of Industry this year three more awards are being made. They are for the film which is most likely to promote British exports (the award to be presented by the council of the festival); for the film which provides the best exposition of the scientific principle underlying an industrial process, and for the film which provides the best presentation of science to the public (the awards to be presented by the British Association for the Advancement of Science). Just over 100 films have been selected for show-

ing at the festival, which opens at Harrogate on April 21. When the list closed at the end of January, 260 films in nine categories had been entered competitively for the festival. The six original categories are: Public relations (general and specialist audiences); sales promotion (general and specialist audiences); education and training, within and outside industry; health and safety; productivity and efficiency; human relations and welfare. In addition to the 100 British films selected to compete for the awards, a number of foreign films are being screened on a non-competitive basis. Films have already been received from Denmark, Czechoslovakia, Switzerland, Israel, U.S.A., Canada, Sweden and Belgium. During the three-day conference there are to be sessions on "Communications in Science," "Films to Promote Overseas Sales," "Safety in Industry" and "The Film in Industrial Research."

### New Research Laboratory

#### WORK ON SYNTHESIS OF CHEMICALS

THE Lord President of the Council (Lord Hailsham) is to open the new Warren Spring Laboratory of the Department of Scientific and Industrial Research at Stevenage on June 29. The new laboratory is intended to assist Government departments and industry by resources that are not available in any other establishment of the Depart-



**PHARMACY STUDENTS FROM WALES:** Members of the Welsh Pharmaceutical Students' Association pictured recently at the Greenford, Middlesex, headquarters of Glaxo Laboratories, Ltd. The students toured the factory and saw something of the work in the analytical laboratory, ampoule department, pharmacy unit, biological department and streptomycin filling hall (the last seen from behind double plate glass in the visitors' gallery).

ment. Research and development in a wide field are to be carried out there and are not being limited to particular aspects of technology. The initial programme includes work on mineral processing, the synthesis of oils and chemicals from carbon-monoxide and hydrogen, and research aimed at the suppression of atmospheric pollution. Much of that work is of a chemical engineering character and requires basic chemical engineering research to be undertaken in parallel with it.

## IRISH NEWS

### THE REPUBLIC

#### Post-graduate Study

##### A POSTAL COURSE FOR PHARMACISTS

A POSTAL course of post-graduate instruction in physiology and therapeutics has been arranged by the Post-graduate Study Group of the Pharmaceutical Society of Ireland. The course consists of ten lectures by Dr. O. Conor Ward, M.D., M.R.C.P.I., D.C.H., which are to be sent by post to students at approximately fortnightly intervals. Emphasis is on the pharmacology of drugs used in the treatment of many pathogenic conditions. Fee for the ten lectures is £1 10s. Cheques should be made payable to the Post-graduate Study Group, Pharmaceutical Society of Ireland, and sent to the secretary of the Group, The College of Pharmacy, Shrewsbury Road, Dublin. Syllabus of the course is as follows:—

Digestive system, salivary glands; gastric digestion; intestinal digestion; liver and biliary system; pancreas; movements of alimentary canal; absorption; antacids; purgatives; ion-exchange resins. Metabolism and nutrition, carbohydrates; fats, proteins; water; essential elements; dietary requirements for infants; therapeutic diets; insulin. Blood and lymph, composition; formation; function; coagulation; anaemia; agranulocytosis; iron; liver;  $B_{12}$ ; folic acid; anticoagulants. Cardiovascular system, heart and blood pressure; blood vessels and their innervation; digitalis; vasodilators; hypotensive drugs. Respiratory system, function and mechanism; cough reflex; adrenaline; expectorants. Endocrine system, pituitary; thyroid; parathyroid; adrenal; hormones; sex glands; iodine; anti-thyroid medication. Nervous system, central and peripheral systems; autonomic system; cerebro-spinal fluid; transmission of impulses; hypnotics; anaesthetics; relaxants; intrathecal therapy. Urinary system, function; urine; diuretics. Infection and allergy, bacteria; viruses; immunity; arsenicals; sulphonamides; antibiotics; anti-histamines; antitoxins; antituberculosis drugs. Intestinal parasites and poisoning, types; anthelmintics; toxic agents; antidotes.

## Pharmacy Acts

### REASONS FOR DELAYING AMENDMENTS

THE Minister for Health (Mr. S. MacEntee) told Dr. N. Browne in the Dail on March 11 that legislation to amend the Pharmacy Acts could not be introduced until discussions between the Pharmaceutical Society of Ireland and other interested bodies, relating to certain matters coming within the scope of the Bill, had been concluded. A further difficulty arose out of the Supreme Court decision that provisions of the Solicitors Act relating to the removal of solicitors from the roll by the Incorporated Law Society, were unconstitutional (see *C. & D.*, July 19,

1958, p. 75). The proposed pharmacy legislation contained a provision in relation to the removal of names from the Register of Pharmaceutical Chemists by the Pharmaceutical Society. The effect of the Supreme Court decision was at present under examination by the Attorney-General and the Department's legal adviser, and until the questions arising had been determined, it would not be possible to proceed with the amending legislation. Mr. MacEntee also told Dr. Browne that he could not "at this stage" propose to make any regulations "further to those already announced last June" in relation to newspaper advertisements dealing with proprietary medicines and health drinks (see *C. & D.*, June 28, 1958, p. 677).

### THE NORTH

## Health Costs

### AUDITOR-GENERAL'S REPORT

THE 1957-58 report of the Comptroller and Auditor-General for Northern Ireland discloses that the cost of pharmaceutical services rose to £2,105,830 from £2,003,890 in 1956-57. In January 1957 the increase in prescription charges (from one shilling per form to one shilling per prescription) had the apparent effect of reducing the number of prescriptions dispensed as well as increasing the receipts. The incidence of epidemics, however, had an important bearing on the number of prescriptions in any one year, the report continues. In 1956-57 a total of 7,118,817 prescriptions was dispensed compared with 6,906,668 in 1957-58 and receipts from patients rose from £252,100 in 1956-57 to £322,646. From

January 1, 1958, a revised Drug Tariff came into force and slight changes were made in the dispensing fees payable to chemists. The average cost of each prescription rose as follows: April 1956, 5s. 8d.; April 1957, 6s. 9d.; March 1958, 7s. 3d. The General Health Services Board attributed the high costs to the large quantities ordered by doctors and the prescribing of expensive preparations placed on the market and brought to the notice of doctors by the pharmaceutical industry.

## Ulster Chemists

### BENEVOLENT FUND WHIST DRIVE

THE annual whist drive in aid of the Northern Ireland Chemists' Benevolent Fund, organised by a small social committee of Ulster Chemists' Association, was held in the rooms of the Pharmaceutical Society of Northern Ireland, Belfast, on March 11. Mr. J. A. Brown (president of the Association) thanked the players for their support, the various manufacturer and wholesaler friends who had kindly co-operated by giving the prizes, and the Society for granting the use of their rooms. The prizes were presented by Miss C. B. Abernethy to the following:—*Gentlemen*, 1, G. H. Gregory; 2, J. A. McRoberts; 3, G. Crawford; consolation, H. Williams. *Ladies*, 1, Mrs. G. Symmons; 2, Miss E. Ferguson; 3, Mrs. E. McFarland; consolation, Miss S. Irwin. The ballot prize was won by Mr. W. J. Moffett. Messrs. J. Caldwell and T. A. Gibson were masters of ceremony. The arrangements were made by Miss C. B. Abernethy, Miss C. E. Culbert, J.P., Messrs. W. H. Boyd, J. Caldwell, T. A. Gibson, W. J. Moffett, M. C. Mooney, and C. L. G. Rattie.

## A MACE FOR DARTFORD

### Wellcome Foundation's gift

ON March 18 a mace was presented by the Wellcome Foundation, Ltd., to the Borough of Dartford in token of the company's long association with

London firm of R. E. Stone. Roughly 44 in. in length and weighing 120 oz., the mace is made throughout in silver, completely fire gilded and part burn-



the borough. The presentation was made by Mr. A. A. Gray (a director of the Wellcome Foundation, Ltd.) to the mayor of Dartford. Mr. Gray is in charge of the Wellcome chemical works, the principal chemical and pharmaceutical manufacturing unit of the Foundation, which has been established in Dartford since 1889, when some paper mills at Dartford Creek were acquired by the company's two founders, Silas M. Burroughs and Henry S. Wellcome. The mace, designed by Mr. Cyril Shinner, M.S.I.A., R.B.S.A., is entirely hand-wrought and is the work of the

lished, and is supported on a stand of English walnut with rests of rosewood. It bears the coat of arms of the borough and a group of decorative devices to symbolise education, hospitals, the chemical and paper industries, and the Church. Around the head is engraved "Borough of Dartford" and the name of the present mayor of Dartford. The staff and knob are decorated with English oak leaves and Tudor roses for the borough's historical associations, and ears of wheat for agriculture topped with a model of the white horse of Kent.

## NEWS IN BRIEF

AT February 17, the index of retail prices was 110·3 compared with 110·4 for January (calculated on the basis January 17, 1956 = 100).

OVER 200 students of marketing are expected to attend a one-day conference on sales management to be held by the Incorporated Sales Managers' Association at the College for the Distributive Trades, London, on March 23. The conference includes talks and discussions on psychology, human relations and economics.

THE scientific film committee of the British Association for the Advancement of Science is now considering films recommended for screening (16 mm. only) at its annual meeting at York, September 2-9, and anyone still wishing to make recommendations is invited to write so soon as possible to the visual aids officer of the Association, 18 Adam Street, London, W.C.2.

## IRISH BREVITIES

### THE REPUBLIC

THERE was a large attendance at the first of six dances being organised by the "Dreamy Druggists," held in the Metropole ball-room, Dublin, on February 24. The next dance in the series is being held on April 8.

A LECTURE on drugs used in the treatment of tuberculosis was given to a large audience at the rooms of the Pharmaceutical Society of Ireland, Dublin, on March 10. The speaker, Dr. D. Twomey (Medical Research Council of Ireland) dealt with the history of the treatment of tuberculosis. In conclusion a film was shown by Mr. Ginnell (chief technical adviser, Coras Siuire Eireann) on the work being carried out by the Institute of Chemistry of Ireland on drug testing. The lecture was under the auspices of the Irish Pharmaceutical Students' Association.

### THE NORTH

ESTIMATED total cost of pharmaceutical services in Northern Ireland in 1958-59 is about £2,296,000 (£117,000 more than the original estimate). An additional £40,000 is required for polio-myelitis vaccine.

A REVIEW of tranquillisers was given by Mr. C. R. Day, F.P.S. (Pharmaceutical Specialities (May & Baker), Ltd.), when Mr. H. G. Campbell (president of the Pharmaceutical Society of Northern Ireland) was "at home" to members and associates in the Society's house, Belfast, on February 23.

## SPORT

Gaelic Football. — COLLEGE OF PHARMACY G.A.A. junior team v. UNIVERSITY COLLEGE HORTICULTURAL SECTION, at Belfast, on March 8. Going into an early lead the G.A.A. team led by 3-2 to 1-0 at half-time and maintained their lead, winning by 3-7 to 1-5.

## LOCAL OFFICERS

### GUILD OF PUBLIC PHARMACISTS

Manchester Branch.—Chairman, B. H. Smith; Vice-chairman, Mrs. E. Stubbs; Treasurer, W. Chatterton; Social Secretary, B. H. Smith; Secretary, W. E. Phillipson, Crumpsall Hospital, Manchester, 8.

## TOPICAL REFLECTIONS

By Xrayser

### Clutter

Many will sympathise with Mr. Henry Brooke (Minister of Housing and Local Government) in his attitude to what he describes as "clutter" (p. 277). Mr. Brooke means, in this connection, the mass of advertisements of one kind and another that are scattered everywhere, regardless of their effect on the æsthetic sense. The Minister, in a speech to the Electrical Sign Manufacturers' Association, made specific reference to the advertisements on shops, and did not apparently consider that the acceptance of luncheon at the hands of the association tied his hands in any way. As inhibitory agents, food and drink are not invariably successful. Not, I am sure, that the hosts intended that they should be, whatever they may have hoped. It is surprising how often one sees the hand of the feeder bitten. It has to be remarked, of course, that in referring to advertisements, Mr. Brooke did not single out electrical signs as the cause of his artistic disquiet, though, on the other hand, he did not specifically exclude them. But without any further speculation on the point, a walk along almost any shopping thoroughfare gives point to Mr. Brooke's remarks, and many pharmacies are not free of the stigma. I counted recently, on the glass door of a pharmacy, as many as eleven advertisements for proprietary medicines, some of which were in direct competition with others displayed, so that the really observant customer would enter with a mind already confused. Many of the advertisements on show were for products already heavily advertised in shops in the vicinity, whose connection with drugs is only conferred by contiguity. Many of those advertisements are, to use Mr. Brooke's mild expression, "undistinguished," and pharmacies would certainly, in my view, look more distinguished without them.

### Sunday Hours

In times of epidemic, unforeseeable and indeterminate in duration, it is to be expected that there will be dispensing delay at peak periods. A question was recently asked of the Minister of Health in regard to Sunday hours in chemists' shops where, it was alleged, people had had to wait at least three hours on two Sundays in succession in trying to get medicines supplied to them. The complaint was merely of slowness, and not of failure to supply, and I have little doubt that, in the circumstances, a considerable amount of unconsidered overtime was worked by those on duty. Pharmacy has never counted the cost in that direction. The Minister was gracious enough to admit that, at a time of heavy incidence of influenza, chemists came under severe pressure. On the other side of the ledger, it is perhaps salutary to remind customers who felt inconvenienced that those chemists on Sunday rota (or, worse still, those of our colleagues who, by being the only pharmacist in a country area, never have a break) have to stand by on glorious days in summer while the erstwhile influenza victims flock to the coast. On the whole, the devotion to duty on the part of pharmacists is praiseworthy.

### Average

One begins to feel, in matters connected with pharmaceutical finance under the National Health Service, a certain sympathy for the schoolboy who, faced with a question as to the meaning of the word "average," asserted that it was a thing that hens laid eggs on. The figures published in your leading article on p. 289, culled from the *Executive Council* (March) are disturbing—not that the facts have not been known for a long time, but that no steps have been taken to eradicate the causes of error and discontent. The element of chance is clearly shown in the Shropshire case quoted, and no amount of assurance that, on average, the average works out quite well over the country as a whole, will ever satisfy the contractor who has paid an actual price for all the goods he has dispensed, and paid actual wages for the services of his staff. Presumably the list of agreed maximum quantities of certain drugs and galenicals (p. 282)—some of which might be of interest to the History of Pharmacy Committee—owes its inspiration also to the law of averages.

## TRADE NOTES

**Packing Change.** — Ingram & Royle, Ltd., 41B Blenheim Crescent, London, W.11, state that the Vichy Spa waters are now imported only in cartons (replacing wooden-case packs). So are certain other French spa waters.

**New Hosiery Colours.** — Yales "superfine" nylon elastic stockings are now supplied in two new shades: "New light" and "new dark" (odd shades are being discontinued). The Yales "service" stockings remain dark for full-foot styles and light for open-toe styles, but the tones have been improved. The manufacturers are Glen-side (London), Ltd., 37 Percy Street, London, W.1.

**Discontinued.** — ASPRO-NICHOLAS, LTD., ethical pharmaceutical division, 225 Bath Road, Slough, Bucks, have discontinued manufacturing Dormiprin, Menovo, Uniprin and Ciredrin tablets. Orders are being met until stocks are exhausted. — MERCK SHARP & DOHME, LTD., Hoddesdon, Herts, state that current stocks of the 16-oz. size of Cremomerazine are expected to be exhausted during the week March 16-23, after which date the product is being discontinued. The 4-oz. size has already been deleted from the company's range.—PARKE, DAVIS & Co..

LTD., Staines Road, Hounslow, Middlesex, announce that they have discontinued issuing adrenaline suppositories, nitroglycerin (glyceryl trinitrate) tablets, gr. 1/100 (T.T. No. 122), in bottle of 100; and *Streptococcus pyogenes* vaccine, in 1-c.c. ampoule. — PFIZER, LTD., Sandgate Road, Folkestone, Kent, announce that Matromycin brand of oleandomycin capsules is being discontinued from March 23.

### Bonus Offers

THOMPSON & CAPPER, LTD., Liverpool, 24. Mothaks. 5s. per gross special bonus. Ends April 1.

### Easter Holidays

NORMAL Easter holiday for most companies in the trade is from Thursday afternoon March 26 until Tuesday morning March 31. The following exceptional arrangements have been notified:—

BARCLAY & SONS, LTD., 37 Devonshire Place, Brighton, 1. Staff in attendance 8 a.m. to 12 noon Saturday for urgent prescription items for local delivery.

THE BRITISH DRUG HOUSES, LTD., London. Liverpool and Nottingham. Emergency staff at Graham Street,

## DISPLAY AIDS IN A NATIONAL CAMPAIGN

### Plans of Ilford, Ltd., to make the public "snap happy"

PREPARING for what they expect to be their "biggest sales season ever," Ilford, Ltd., Ilford, Essex, have booked large-scale advertising in the national and provincial Press; in magazines—particularly in school-age and teenage publications; in the London Underground and on buses all over the country, with emphasis on Ilford colour. From Radio Luxembourg will come "many star-studded broadcasts for a host of star-selling products." The company's team of representatives has been increased.

Finally there has been made available an attractive range of point-of-sale dealer aids that are being distributed in two parcels. The new material is designed for both counter and window display. It includes showcards adver-

tising the 35-mm. Sportsman and new Sporti 120-size roll-film camera, both of which are being advertised extensively in the trade and lay Press. Among many other dealer aids are illuminated signs, including one of unique design (as illustrated) for outside use; counter mats, roll-film "dispensers," plastic runners and metal shelf strips. In some of the twenty-one centres at which lectures entitled "Selling Photographs the Ilford Way" are being given, the first have already been staged. They are accompanied by demonstrations and practical instruction specially arranged to help dealers' assistants to know more about the products they are selling. The company is taking part in all important photographic exhibitions in 1959.

London, N.1, on Saturday morning to deal with urgent orders and to provide for normal inner London delivery schedules.

RICHARD DANIEL & SON, LTD., Derby and Ashton-under-Lyne. Normal service on Saturday.

GEIGY PHARMACEUTICAL CO., LTD., Roundthorn Estate, Wythenshawe, Manchester, 23. Staff in attendance Saturday, 9 a.m. to 4 p.m.

J. H. HAYWOOD, LTD., Warser Gate, Nottingham. Closed until Wednesday morning (holiday and stock-taking).

PFIZER, LTD., 137 Sandgate Road, Folkestone. Orders dealt with as usual on Saturday.

The following have notified that urgent supplies may be obtained from John Bell & Croyden, 50 Wigmore Street, London, W.1:—

BRITISH SCHERING, LTD., 229 Kensington High Street, London, W.8.

MAY & BAKER, LTD., Dagenham, and PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham.

MERCK SHARP & DOHME, LTD., Hoddesdon, Herts.

PAINES & BYRNE, LTD., Greenford, Middlesex.

PARKE, DAVIS & CO., LTD., Hounslow, Middlesex (Carfin, Lanarks, branch, closed on Easter Monday).

SANDOZ PRODUCTS, LTD., 23 Great Castle Street, London, W.1.

### Calls for Tenders

THE Board of Trade has issued details concerning tenders sought by various overseas bodies, and an outline is given below of the requirements and closing dates. For fuller information readers should apply, quoting reference, to Export Services Branch, Lacon House, London, W.C.1.

Drugs and chemical products, 202 lots. Ministerio de Salud Publica (tender number 1215), Uruguay. (E.S.B. 5954/59. April 1).

Phthalylsulphathiazole tablets. The Secretary, Federal Tender Board, P.O. Box 8075, Causeway, Salisbury, Southern Rhodesia (E.S.B. 6108/59, March 26).

Anæsthetic ampoules for dental use. Office of the Supply Department of the Greek Government, Social Insurance Head Office, 8 Agiou Konstantinou Street, Athens (E.S.B. 6123/59. April 9).



**SIGNS AND SHOWPIECES:** Above, a brilliant white-light-behind-blue-and-red-lettering plastic sign for hanging outside the shop or in a lobby (the message is on both sides). Right, the more permanent of the showpieces—framed panels lighted from behind; a roll-film "dispenser" and giant cartons—in a range that includes attractive (and deliberately small) cutout showcards, shelf edges and an adjustable "clock" to tell customers when to collect their orders.



## NEW PRODUCTS AND PACKS

**Promethazine in New Presentation.**—Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, Essex, announce the introduction of a new presentation of Phenergan brand promethazine hydrochloride 2·5 per cent. solution in cartons of ten 1-c.c. ampoules.

**Available as Pulvules.**—Eli Lilly & Co., Ltd., Basingstoke, Hants, announce that, in response to requests, they are making available V-Cil-K brand penicillin-V potassium as pink Pulvules (in addition to the tablets) in 125-mgm. and 250-mgm. sizes. The V-Cil-K range now includes Pulvules, tablets, and syrup, and V-Cil-K sulpha tablets (with sulphadimidine).

**Anti-pain Elixir.**—William R. Warner & Co., Ltd., Eastleigh, Hants, announce the introduction on April 1 of Pacatal elixir, a presentation of Pacatal in palatable liquid form for use in the treatment of elderly disturbed patients living at home, or in hospitals in appropriate cases as an alternative to Pacatal tablets. Each teaspoonful of the elixir contains 20 mgm. of Pacatal as hydrochloride. The pack is a bottle of 4 oz.

**Oral Diuretic.**—Boots Pure Drug Co., Ltd., Station Street, Nottingham, announce the issue of a new speciality, Hydrex (hydroflumethiazide), a new oral diuretic claimed at least ten times as potent as chlorothiazide. The makers state that cost of treatment with Hydrex is lower than with any other potent oral diuretic, and that in many instances a single daily dose produces an adequate response. The product is packed in containers of 100 and 500 50-mgm. tablets.

**A "New Concept" in Antiseptics.**—Evans Medical Supplies, Ltd., Speke, Liverpool, 24, announce the availability of a new medical speciality, Iodevan, described as "an entirely new concept in antiseptics and disinfection," which presents iodine combined with a non-ionic surface-active agent. It does not stain permanently, is non-corrosive, and causes no pain when applied to wounds. Undiluted, the product contains approximately 8,000 parts per million of active iodine; it yields an effective bactericide even when diluted one part to 100 parts of water. The containers are bottles of 500 mils and 2 litres.

**Enuresis "Alarm" Device.**—An electrical therapeutic treatment for nocturnal enuresis in children or adults has been developed by N. H. Eastwood, electrical and electronic engineer, 5 Farmleigh, Southgate, London, N.14. The device, the Eastleigh, provides an automatic alarm that wakes the child or adult immediately he starts to wet, use of the alarm creating the habit of waking with bladder fullness. The alarm consists of a self-contained control box (placed on table or floor) with buzzer, electric light and 6-volt battery. There is no connection with the electric mains supply, so it is safe and shockproof. The box connects by flexible wires to special contact mats placed in bed below the under-sheet. Immediately the mats are touched with urine the alarm

and light operate, waking the user in an already lighted room. The conditioned response usually takes from two to three weeks to establish, and the apparatus requires to be used only during the training period.

**Diabetic Chocolate Drink.**—A. Wander, Ltd., 42 Upper Grosvenor Street, London, W.1, announce an addition to their range of diabetic products:



Wander diabetic chocolate drink. The product is "formulated in accordance with the latest scientific knowledge" and prepared in consultation with the British Diabetic Association. The only sweetening agents it contains are sorbitol and saccharin. Wander diabetic chocolate drink is low in carbohydrate content and is a rich source of extra dietary vitamin B. It is issued in 8-oz. and 16-oz. tins.

**Improved Dry-cleaner Pack.**—Scrubbs & Co., Ltd., Wimbledon Factory Estate, Morden Road, Wimbledon, London, S.W.19, have added to their range a new pack containing 3 oz. of Scrubbs's

dry cleaner (for removing pitch, paint, tar and stains from clothing). The new padded-top pack is sealed with a sunken polythene washer underneath the pad, and that has to be pierced with a pin before use. Evaporation and leakage are thus avoided. The pad is smaller than most and has been designed to give an easier application to stains (particularly smaller ones) without flooding the garment to which it is being applied. The bottle is shaped to give an easy grip, and the nylon pad is fitted with clip-on dust cover.

**White Cosmetic.**—Described as a "new revolutionary" cosmetic, "White Wonder," just launched by Jane Seymour, Ltd., 162 New Bond Street, London, W.1, is claimed the first cosmetic that may be used on lips, eyes, hair, and for make-up generally. "White Wonder" is a white cosmetic stick, the basis of which is the same as in Jane Seymour's "Wonder" lipstick but without stain or coloured pigments. It is claimed both nourishing and protective. By its aid, any lipstick shade may be lightened and even made to change its tone. Used over lipstick, "White Wonder" gives the lips a "luminous, translucent" look. Depending on the amount used, it enables a whole new range of colours to be obtained from one basic lipstick. Used as an eye shadow, "White Wonder" "gives to lids a soft, luminous touch that is particularly flattering at night." It may also be applied under eye shadow to vary the depth of tone, and for special occasions to highlight the hair. It may also be used to disguise bad points and emphasise good ones. Under a scheme to launch the product, a specimen is being included with a "Wonder" lipstick in a combined pack.

**A Tooth-paste for Children.**—Cullingfords of Chelsea (Castle Soaps of Cambridge, Ltd.), Munroe House, Denbigh Street, London, S.W.1, are introducing a Noddy tooth-paste packed in attractive tube, and carrying an illustration of Noddy.

## AUTOMATIC VENDING An exhibition of coin-operated machines

EXHIBITORS at the first International Automatic Vending Exhibition, held in London, March 2-5, were keen to illustrate the uses to which their machines could be put, including the selling of a wide range of chemists' goods. CANDY VENDORS, LTD., 23 Market Place, Wetherby, Yorks (distributors for Fisher & Ludlow, Ltd., Kingsbury Road, Erdington, Birmingham, 24), introduced, for example, a vending machine accommodating the company's own special packs of aspirin tablets and supplied free of charge against an order for the packs (at the time of the exhibition no decision had been taken as to the amount of the initial order required to qualify for a machine).

The "Universal Autoshop" machine (ALLIED PRODUCE CO., LTD., Albert Road, Bristol, 2) is adaptable to any product measuring less than 6 x 6 x 2 in. and costing 6s. or less. Products suggested by the manufacturers include toilet tissues, cosmetics, home "permanents," soaps, and detergents. "Ever

open shops" (two models) were shown by AUTOMATIC CANTEEN CO., LTD., 5 Bulstrode Street, London, W.1, who suggest tooth-pastes, hair creams, hand creams, etc., as suitable items for selling from the machines. Similar machines were exhibited by AUTOMAT MACHINE SALES, LTD., 173 Elmers End Road, Beckenham, Kent, and BEREND AUTOMATS, LTD., 19 Goodge Street, London, W.1. Messrs. Automat were also exhibiting a "Micro resonance vibrator" machine (similar in appearance to a large automatic weighing machine) for soothing tired feet. The user steps on to the machine and places a coin into a slot, starting up in that way the vibratory action. A similar machine, of Continental design, is being introduced in the near future by the BRITISH AUTOMATIC CO., LTD., 14 Appold Street, London, E.C.2, who were exhibiting a range of automatic perfume "dispensers" and "compartment vendors" for a variety of sundries and toilet goods.

## STATUTORY COMMITTEE

### Decision held over in an advertising inquiry

FOR five hours on March 10 the Statutory Committee of the Pharmaceutical Society heard evidence concerning complaints from the Council of the Society about two advertisements issued by two associated companies during 1958. It was alleged that the advertisements expressly or by implication advertised the dispensing of medicines. Mr. H. V. Lloyd-Jones, Q.C., and Mr. T. Dewar, counsel, instructed by Mr. A. C. Castle, solicitor, appeared for the Society. Sir Milner Holland, Q.C., and the Hon. L. H. L. Cohen, counsel, appeared on behalf of the respondents.

At the end of the hearing the chairman said they would reserve their decision and deliver it in due course.

Mr. H. V. Lloyd-Jones said that the matters raised were of great importance both to the Society and the respondents, in that they dealt with the question of whether or not the advertising of dispensing services by a pharmacist amounted to misconduct. The question before the committee was: Did an advertisement which was issued in the Press on April 3, 1958, amount to an advertisement that could not properly be inserted by a pharmacist in respect of dispensing services? Was it inconsistent with proper conduct on the part of a pharmacist to insert such an advertisement? The terms of the advertisement were "Good Friday, Easter Monday and every day XYZ the chemists — address — (telephone number) — This shop will remain open day and night throughout the holidays for the supply of medicines and surgical necessities. Always open day and night."

It was the submission of the Society it was plainly an advertisement dealing with the fact that the branch would be open at all times and it went far beyond any limited purpose of giving information in particular regarding the holiday period. It was clearly advertising the dominant object of which was not to give information but to advertise for the benefit of the person who inserted the advertisement that his premises were available and open at all times. Mr. Lloyd-Jones said the Society considered that although the word "dispensing" did not appear on the face of the advertisement, the reference to the supply of medicines necessarily implied dispensing services. The secretary of the company accepted full responsibility for having given the instructions to insert the advertisement. Thus in the submission of the Council of the Society he had been guilty of such misconduct as would, if he were a registered pharmacist, render him unfit to be on the register.

The second advertisement which appeared in the publication Festival Fanfare 1958 stated "XYZ The Chemists welcome you to Edinburgh. . . . Local branches include . . . 48 S—P—open day and night." Then followed the telephone number in brackets—"Continuous 24-hour service for dispensing and all medical and surgical requirements." Mr. Lloyd-Jones said "There is plainly and expressly a reference to dispensing services." Later he read from

correspondence with the company in which the secretary stated "We feel quite frankly that your council are being wholly unreasonable and unrealistic in their attitude to the type of announcement to which you refer. . . I should have thought it clearly in the national interest to give notice to the public of where a special service is provided for them to obtain medicines during a holiday period, and that it was equally clearly the right of the person providing that service to give the notice without reference to any organisation." In another letter, Mr. Lloyd-Jones said the secretary stated when referring to the proposed meeting of the Statutory Committee ". . . I have no desire to rely on any technicalities at the hearing, but wish simply to resolve the fact at issue, namely, whether the publication was misconduct within the meaning of the Act. . . ." Mr. Lloyd-Jones recalled the same issue about advertising was raised in 1950 (see *C. & D.*, July 15, 1950, p. 88) and he dealt at length with the Statutory Committee's findings at that time adding "if it can be shown on the face of the advertisement that its dominant object was to advertise the dispensing services rather than to give the public information, then I submit, it would plainly, on the reasoning of the Committee in 1950, also be an advertisement which would not be consistent with proper professional conduct." Mr. Lloyd-Jones then dealt with the revision of the Statement on Matters of Professional Conduct in May 1953 (*C. & D.*, May 23, 1953, p. 513). "I am sure the Committee will pay the greatest attention to the views of the Society and its members as expressed at the annual meeting—that the dispensing of medicines should not be advertised." Referring again to the correspondence Mr. Lloyd-Jones said the secretary's defence was limited to the fact that the advertisement was inserted in order to convey information about holiday arrangements.

The chairman, SIR DAVID CAIRNS, Q.C.: "You draw attention to the words 'every day' in the advertisement." MR. LLOYD-JONES: "Yes that means that the dominant object was not to give information about Good Friday and Easter Monday, but to take advantage of that piece of information to say 'we are always available.' Indeed it says so and it is not a matter of implication. . . . It goes further and

shows a commercial motive. . . ." The chairman asked if "dispensing" in its ordinary significance involved the preparation of medicine, or was it only applied to medicines supplied in accordance with a prescription? MR. LLOYD-JONES: "In my submission it must apply to the making up of a medicine according to a prescription in the ordinary sense. If you go into a chemist and buy a bottle of medicine which is already available in the bottle, you do not talk of that as having had a medicine dispensed. You may find it on the shelves. The dispensary is part of the undertaking where medicines are prepared in accordance with the mandate." He then referred to subsection (4) of Section 19 of the Pharmacy and Poisons Act 1933. THE CHAIRMAN: ". . . that indicates that a medicine may be supplied or dispensed whether it is compounded in the shop or not."

Referring to the Supplemental Charter of the Society granted during November 1953, MR. LLOYD-JONES said the whole emphasis of the objects of the Society defined therein was upon the professional side and the maintenance of the professional side of pharmacy. It went to show that pharmacy had advanced in those matters. At the Branch Representatives' meeting on May 15, 1958, a resolution was passed that Rule 7 of the Code of Professional Conduct should be amended. It was a strong desire to leave no possible doubt or loophole as to the possible insertion of any Press announcement. During the same month the Society had sent a letter to all pharmacists conducting their own businesses and to all superintendent pharmacists drawing attention to the Society's attitude on the advertising of dispensing services and indicating that failure to observe the Statement would possibly result in information being submitted to the Statutory Committee. "The time had been reached when no form of advertising for any reason and in any circumstances, if it were advertising [of dispensing services] could any longer be regarded as consistent with professional conduct."

Mr. Lloyd-Jones submitted that basing themselves upon the decision given by the Statutory Committee in 1950 the Council were right in saying that their allegations of misconduct in both the cases were made out.

(To be concluded)

## BRITISH POLIOMYELITIS VACCINE

### A third source now available

A THIRD manufacturer of poliomyelitis vaccine with facilities for large-scale production has now entered the field. The first batch of vaccine made by Pfizer, Ltd., Folkestone, involving 163,000 doses was released by the Ministry of Health recently, said Mr. R. C. Fenton (chairman, Pfizer, Ltd.) on March 12. There was also a further 1-million doses with the Medical Research Council undergoing tests and he expected release of further batches from those at frequent intervals. The de-

cision to produce poliomyelitis vaccine was made in September 1957; the first building was delivered by contractors in December 1957 and by working night and day the plant was completed in the middle of February 1958. Then, said Mr. Fenton, the most difficult part of the operation began because poliomyelitis vaccine was one of the most difficult and complicated products produced by the pharmaceutical industry. The company, however, had benefited from the free interchange of information

with their American associates; although the latter had not yet gone into production they had been working on the vaccine for some time. He paid a special tribute to the Poliomyelitis Research Foundation of the South African Institute for medical research in Johannesburg, which had given the company's staff facilities to work there to gain experience. Taking everything into account the venture had cost about £1 million, and his company was the first to make the vaccine before receiving a contract from the Ministry of Health though he hoped that would now fol-

low. The vaccine was of the same strain as other British-made vaccine, that is, Brunhilde strain, type one.

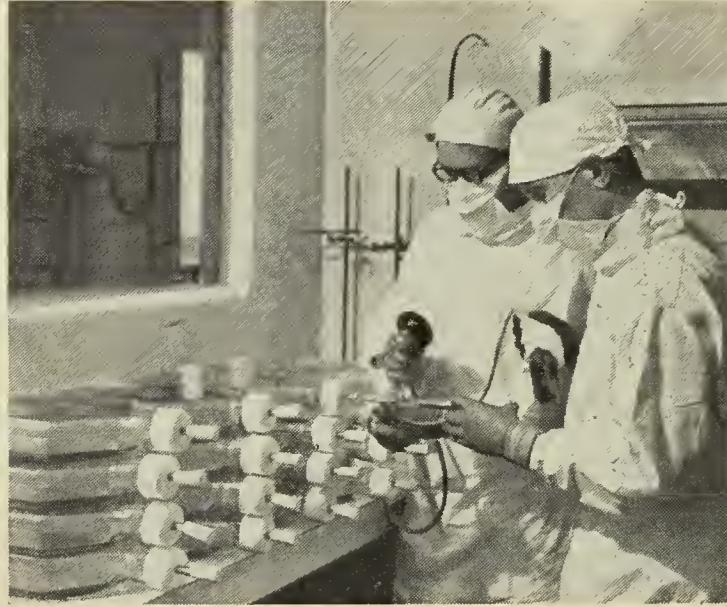
The plant at Sandwich, Kent, was producing at the rate of 10 million doses a year, but was capable of double that output. It was his hope that the Ministry would now give greater consideration to extending the inoculation scheme by including everybody up to the age of forty.

The company's aim was to produce a poliomyelitis vaccine substantially more potent than that made at present. Work on an improved vaccine was well for-

ward and, "we may well have a statement to make on this in a few months time," he said. The Medical Research Council had recently published its findings concerning the use of previously available polio vaccine in adolescents and adults. One of the major conclusions reached was that a fourth dose of vaccine was highly desirable to ensure adequate protection. Thus the country's need for vaccine would be increased by a third. It was intended to increase the range of vaccines produced by the company; production would be expanded as circumstances permitted.



**POLIO VACCINE PRODUCTION AT SANDWICH:** Mixing the sixty or more ingredients of the nutrient solution. Kidney tissue cells, on which, later, the live virus multiplies, are themselves kept alive by the solution. Right: When the kidney tissue cells are ready each flask is seeded with about 2 mils of one type of live polio virus.



## N.H.S. SUPPLEMENTARY ESTIMATES APPROVED Minister of Health expects fewer prescriptions in current year

THE Supplementary Estimates for the Health Service (see *C. & D.*, February 7, p. 131) were approved by the House of Commons on March 12.

Opcning the debate, MR. DEREK WALKER-SMITH (Minister of Health) said that whereas the original estimates were for 216 million prescriptions at an average of 6s. per prescription it was now expected that the number would fall to 205 million at an average cost of 6s. 5½d. The extra amount required for the Service as a whole was £16,589,706.

### Four Main Items

There were four main items; hospital revenue expenditure, £8·7 millions; general medical services, £2·2 millions; pharmaceutical services, £2·2 millions and poliomyelitis vaccine, £1 million. The Minister stated that much of the hospital revenue expenditure was devoted to salaries and wages. The general medical services item had arisen because of the advance payment on account of the balance of the central pool for 1957-58 which otherwise would not have been paid until next year, and the further interim increase of 4 per cent. given to general practitioners on January 1. The £2·2 millions for the pharmaceutical services brought the total cost of those services to £69 millions (about one-tenth of the total cost of the service). The shilling per item charge introduced during December 1956 had resulted in some doctors

prescribing larger quantities of drugs at less frequent intervals. The number of prescriptions fell accordingly. Later the Asian influenza epidemic in the autumn of 1957 increased the number of prescriptions and reduced their average cost, because it was a fairly elementary disease. Antibiotics, corticosteroids, and certain cardiac preparations now accounted for about 40 per cent. of the total ingredient cost of prescriptions. "One single new drug introduced early this year which is of particular value in the treatment of elderly patients may now be costing £1 million a year." Thus a new drug of great therapeutic value increased the outlay on the pharmaceutical services. But the cost of those new drugs must obviously be balanced against their value to the community, not only medically but also for the contribution made indirectly but none the less powerfully to the national economy by shortening illness and thereby promoting a speedier return to work. The pharmaceutical industry had considerable achievements to its credit for which the nation should be grateful. Describing methods of keeping the drug bill within reasonable bounds, the Minister said, "There is an agreement about the prices of most proprietary preparations which was negotiated with the industry to operate for a trial period. Its progress is being watched over carefully." The Minister referred to the interim report by the Hinchliffe Committee, he

looked forward to receiving the Committee's final report, perhaps next month. There had been considerable progress with the poliomyelitis immunisation programme and there was plenty of vaccine available for late registrants. The Supplementary Estimate was not in any way due to extravagance but reflected valuable results in terms of the progress of the service.

### Disproportionate Cost of Hospitals

DR. EDITH SUMMERSKILL believed the cost of the hospital service was disproportionate to some of the other services. It was being used in some measure as an alternative to a less expensive welfare service. She referred to the recommendation of the Bradbeer Committee which considered that a medical administrator should supervise the medical equipment and medical supplies in co-operation with the chief pharmacist. "We must examine the cost of those drugs and discover how those responsible for ordering large amounts of drugs, are supervised. Again, it has been recommended that chief pharmacists in hospitals should be carefully supervised. It is not enough to say, as we are often told, that a medical advisory committee is functioning and that it examines demands for and costs of new medical equipment." She asked, was the hospital prescription subject to the same scrutiny given to the prescription of the general practitioner? Was the con-

sultant who prescribed expensive proprietaries, when much cheaper standard preparations were equally efficacious, communicated with? She also asked what treatment was meted to those specialists known to favour always the latest proprietary drugs and was any examination made of the prescribing costs of consultants in the same specialty in different hospitals, particularly in relation to out-patients.

Dr. Summerskill then referred to the drop in price of one of the corticosteroids from £56 to £12 per 1,000 tablets. She said that members had shown concern about the matter. "It would appear to be the activities of an American drug ring." "The other day when this matter was raised...the only support the Minister received was from the member for Lewes (Colonel Tufton Beamish)." "I understand that this gentleman, last November, was made a director of the drug firm, Smith, Kline & French, Ltd., a private American company. If I have been wrongly informed I shall be only too happy to withdraw this remark."

SIR HUGH LINSTEAD asked if Dr. Summerskill had informed Colonel Beamish that she intended to raise the matter. DR. SUMMERSKILL replied that in view of the importance of the matter and the fact that drugs were being discussed she was certain that he would be there. Dr. Summerskill said the question of American firms operating in Britain, producing tranquillisers and advertising them extravagantly, must have been brought to the Minister's attention. She stated that on other occasions instances had been given of gross overcharging by American firms. It was clear that members were uneasy about the high price of proprietary drugs which were largely responsible for the rise in the cost of the pharmaceutical services, and she asked the Minister for an inquiry into that aspect of the service.

#### "Holding to Ransom"

MR. MAURICE EDELMAN, speaking as a potential consumer of the products of the pharmaceutical industry, shared "a widespread anxiety about the startling rise in the cost of those products... which I would describe as holding up the consumer to ransom." The actual responsibility for the substantially increased cost, particularly in proprietary medicines, was that those drugs had "fallen into the hands of what I can only describe as a ring of producers which is, in effect, demanding of the consuming public prices which if they were translated into terms of other products, would cause a tremendous wave of protest." He claimed that the country had paid substantially more than it should for its medical services and that the Minister had shown himself to be "weak in tackling the pharmaceutical industry."

DR. DONALD JOHNSON considered it was not only proper that there should be new drugs and perhaps more expensive drugs if they were worthwhile, but he asked whether we were not getting into the habit of thinking that because drugs were expensive they must be effective. The effectiveness of simple remedies such as sodium bicarbonate and Epsom salts seems to have been

forgotten. "What disturbs me is that when I go to a chemist's shop and ask for a simple drug like that, or for Dover's powders, which are very good things to have for a cold, I always find difficulty in getting them because the shop is so filled up with more expensive drugs. We should do something to prevent simple drugs being driven out of the chemist's shop where we ought to be able to obtain them. I hope that my right hon. Friend will, as I have urged before, make every effort to remind prescribing doctors of the worth of these very simple remedies."

#### Shortage of Hospital Pharmacists

SIR HUGH LINSTEAD, after disclosing his interest as a secretary of the Pharmaceutical Society, said very few industries were more closely under financial scrutiny than the pharmaceutical industry. "The Ministry's accountants are practically sitting in the accounts offices of the manufacturing firms and I doubt whether there is any information about their financial and internal working which is not fully known to the Minister." He then referred to the publication of the British National Formulary which he proclaimed had a remarkable effect in keeping down the cost of drugs. In Canada and the United States about 90 per cent. of the prescriptions were for proprietary medicines whereas in Britain the figure was about 50 per cent. Later Sir Hugh stated that at the moment the hospital service was short on its establishment of pharmacists by 20 to 25 per cent. resulting in an unbalanced pharmaceutical service with a majority of people at the higher levels and very few coming along behind to replace them. The career structure of the service was unsatisfactory, largely because of the salary structure. At present well over 80 per cent. were on a scale, the maximum of which was £1,070 a year. Compared with salaries outside there was no attraction for competent men to offer themselves for the hospital service. He suggested that the solution was a group pharmaceutical service. The need was possibly for fewer and better paid pharmacists, and a better and more organised use of technicians, rather than for a substantial increase in the number of pharmacists. The Minister had not announced his intentions with regard to group pharmacists and their salary scale. Sir Hugh hoped that the pronouncement would not be delayed much longer, because if it dragged on the serious drain from the service would continue.

MR. JULIAN SNOW said that whereas one saw from time to time "with great reputable companies like Glaxo," reference to the provision of reserves for pharmaceutical research, it was difficult to discover how much was spent on pure research. That was relevant because often they were paying for patent rights held outside Britain. Referring to the recent research work on penicillins and the drug meprobamate, he said "In both cases the basic research was done in this country, but it appears that we shall lose the development work, as well as the marketing and patent rights in the United States." The Minister should consider how his department could stimulate

research "so that in the long run, as the pattern of drug invention changes, we do not have to pay vast bills to overseas companies."

#### Poliomyelitis Vaccine Costs

MR. RICHARD THOMPSON (Parliamentary Secretary, Ministry of Health), replying to the debate, said that the price paid for British poliomyelitis vaccine (about £900,000) was substantially higher per litre than those which had been paid for material from America or Canada, amounting to £1.8 million. "We should bear in mind, in this connection, the fact that the British vaccine is not identical with the American or the Canadian, and, also, that the American firms have been in production for several years. During this time their prices have been reduced as production increased. British firms are only now coming into substantial production after considerable difficulties, and this may account for the difference."

The voluntary price regulation scheme was due to end during June 1960, but the Ministry would not wait until then before considering the lessons to be drawn from it. It would study in good time to see whether the scheme should be renewed or improved. Referring to criticisms of excessive charges for certain new products, he thought it was a little unrealistic to take the raw material cost and compare it with the price of the unfinished product and call the difference gross profit. It left out of account processing, packaging, cost of research and marketing, and also the possibly short life of a drug.

"On the question of American subsidiaries as a whole, I would say that if new drugs are not manufactured in Britain the alternative is to import the finished product; and that is always more expensive. It is not right to think of these firms as plunderers. Foreign firms have sunk considerable sums in setting up appliances here and we derive a valuable export trade and thriving industry from it apart from the benefit to the National Health Service of having these drugs which would otherwise be unobtainable from home production." He hoped that nothing that was said would have the effect of frightening away foreign firms who were prepared to export their brains and sink their capital in the drug industry, supplying employment to people in this country. "We must not allow the rise in the drug bill to obscure the fact that the increasing use of these drugs has led to much quicker recovery of patients and that more patients have been treated more cheaply at home rather than in hospital, and that the more rapid turnover of hospital beds has been possible."

The drug industry was spending about £4 millions annually on pharmaceutical research. It was of two types, long-term fundamental, which could only be undertaken by the largest firms, and short-term progress and development research. A measure of the work undertaken was shown by the fact that, on average, about 1,000 new substances were synthesised to produce one for the market.

Sir Ewart Smith, who held a unique position in the field of work study, had agreed to become chairman of a council to assist the development of effi-

cient techniques in the National Health Service. Other members of the council would be announced later. A small team was also to be established in the

Ministry to visit hospital authorities and report on their staffing situation in order to facilitate the spread of good management practice.

## EXECUTIVE CHANGES AT NOTTINGHAM

### Announcements by Boots Pure Drug Co., Ltd.

THE following have been appointed to the board of Boots Pure Drug Co., Ltd., with effect from April 1: Messrs. R. M. Dickson, K. H. Harper and K. D. Williamson.

#### RETIREMENTS



Mr. H. S. Hibbins



Mr. S. Harker-Smith

Messrs. H. S. Hibbins, S. Harker-Smith, J. W. Seekings and A. H. Cragg are retiring from the board on March 31. Messrs. S. M. Peretz and A. D. Spencer have been appointed to the company's executive committee of management and Mr. A. P. Woodward becomes manager of the printing department.

MR. R. M. DICKSON, M.P.S., for the past seven years has been local director for the company in Scotland and since 1948 a member of the executive committee of management and a director of

fied as a pharmacist in 1936. He then spent some time on the retail side before transferring to pharmaceutical production. Mr. Harper joined the board of Boots Cash Chemists (Eastern), Ltd., in 1953 and was appointed a member of the executive committee in 1955.

MR. K. D. WILLIAMSON, who joined the company in 1930 from Trinity College, Cambridge, and whose career has been largely concerned with the buying offices, has dealt particularly with toilet and fancy goods. He was appointed head buyer in 1955 and at the same time became a member of the executive committee of management and a director of Boots Cash Chemists (Western), Ltd.

MR. S. M. PERETZ, M.P.S., takes over management of the wholesale and international divisions. He joined the company as an apprentice in Guernsey in 1943 and qualified as a pharmacist in 1940. Subsequently he gained considerable experience in the branches before joining the Royal Marines. In 1948 he was appointed publicity manager and in 1952 he became a director of Boots Cash Chemists (Southern), Ltd. In 1955 he moved to the wholesale and international divisions where he has made a concentrated and detailed study of the company's overseas business.

MR. A. D. SPENCER, who is appointed a director of Boots Cash Chemists (Eastern), Ltd., has for the past year been in charge of shop planning. Before that he had been, since 1955, manager of the estates department.

MR. H. S. HIBBINS, F.P.S., who

in 1929 he was chosen as secretary of the works planning committee which planned the major development of the Beeston site which now contains the firm's largest factories. He was appointed assistant production manager in 1936. Earlier that year he had accompanied Lord Trent (son of the founder of the company, and at that time chairman) on a trip to New Zealand. After the second world war he became chairman of the works planning committee at the time that the Airdrie factory and the new printing works were being planned. He has been closely associated with all recent major developments on the manufacturing side.

MR. S. HARKER-SMITH joined Messrs. Boots in 1921 from Cambridge University and was the first university trainee to become a member of the board of the parent company. He has been director of merchandising since 1955 and a member of the board since 1954. He was appointed a director of Boots Cash Chemists (Northern), Ltd., in 1948 and a member of the executive committee in 1952.

MR. J. W. SEEKINGS, M.P.S., has been head of Boots wholesale and international division since 1955. His association with the department began in 1924 when he was appointed manager of the office section. His work has taken him on extensive tours of the company's world markets including many visits to the continent of Europe and working trips to almost all parts of Africa and to the United States and Canada, India and Pakistan, Australia,

#### NEW APPOINTMENTS



Mr. J. W. Seekings



Mr. R. M. Dickson



Mr. K. H. Harper



Mr. K. D. Williamson



Mr. S. M. Peretz

Boots Cash Chemists (Northern), Ltd. Mr. Dickson joined the company in 1923 and his experience has included the management of various retail branches and a period as territorial general manager in charge of a group of branches. He was also for a time general manager of the associate company in New Zealand.

MR. K. H. HARPER, M.P.S., was appointed production manager of pharmaceuticals in 1954. He joined the company from Cambridge and quali-

retires on March 31, has been a vice-chairman of the company since April 1955 and director of production since April 1954. He became a member of the executive committee in November 1943 and was elected to the board in 1946. Mr. Hibbins joined the company in 1918 on his discharge from the army. He qualified as a chemist and druggist in 1919 and as a Pharmaceutical Chemist in 1921. He played a large part in the formulation of many of Boots' manufactured lines and in

New Zealand and Fiji. In recent years he has been engaged on a complete survey and replanning of the firm's overseas activities. He joined Messrs. Boots in 1919 and qualified as a pharmacist in 1921. He was one of the first pharmacists to leave the company's laboratories for a commercial career. In 1946 he became deputy manager of the wholesale and export department. Mr. Seekings was appointed a director of Boots Cash Chemists (Western), Ltd., in 1955.

## LEGAL REPORTS

### Infringement Claim Not Upheld

MAX Factor Hollywood and London (Sales), Ltd., Old Bond Street, London, W.1, unsuccessfully applied to Mr. Justice Vaisey, in the Chancery Division on March 10, for an interim injunction restraining Callinan Giles & Co., Ltd., Newman Street, London, W., from the alleged infringement of their trade mark Top Secret which they use to describe a hair-setting lotion. They were also unsuccessful in seeking to restrain the defendants from alleged "passing-off" of hair or cosmetic preparations as Max Factor preparations by the use of the words "Top Model" or words closely resembling Top Secret as to be calculated to deceive or cause confusion. For Messrs. Max Factor, it was said they believed themselves to be the first people to introduce to the public hair-setting lotion in an aerosol container. They introduced their aerosol in 1954 and sales had since averaged about half a million a year. Large sums had been spent on advertising the preparation under the trade mark Top Secret in the Press and on television. The defendants had been advertising their preparation, which not only set the hair but tinted it, as "Top Model." Their advertisement contained the phrase "First ever aerosol colour spray" and was remarkably similar to the plaintiffs'. The use of such a name would cause confusion. For the defence it was said there was no danger of anybody mixing up the products because the purchaser when buying their preparation had to specify the colour she wanted. So far as the trade mark was concerned the plaintiffs could not claim a monopoly in the word "top." The judge said there were similarities between the two preparations but he doubted whether they really covered the same ground of possible purchases or that there was any competition between them. He was not finally deciding the dispute but he did not think at this stage he would be justified in granting the plaintiffs any relief.

### Undertaking Under Seal

ALEX Drug Stores, Ltd., trading as Alex Stores, 79 High Road, Balham, London, S.W.12, and 375 North End Road, S.W.6, and as Alex Superstores, Surrey House, Surrey Street, Croydon, who had been selling at cut prices the goods of Bowater-Scott Corporation, Ltd., have now given to Bowater-Scott Corporation, Ltd., an undertaking under seal that they will not in future resell the Corporation's products at prices below those appearing in the current retail price lists of Bowater-Scott Corporation, Ltd., in contravention of Section 25 of the Restrictive Trade Practices Act, 1956. Alex Drug Stores, Ltd., further undertake to bring the said undertaking to the notice of any proposed successor or assignee and make it binding upon him or them. A similar undertaking has been given by H. & M. Bloom (Deptford), Ltd., trading as Globe Stores, 84 Deptford High Street, London, S.E.8, and 86 Rushey Green, London, S.E.6, to Johnson & Johnson (Gt. Britain), Ltd., Bath Road, Slough, Bucks. Both manufac-

turers are members of the Proprietary Articles Trade Association and the Association assisted them in this matter.

### Twelve Offences

AFTER he had admitted twelve offences under the Dangerous Drugs Act, fines totalling £60 were imposed at Hull on March 12 on Edward Allan Gray, a pharmaceutical chemist, 985 Hedon Road, Hull. There were five summonses for failure to register particulars of drugs obtained, five for failure to register particulars of drugs supplied, and two for failure to record the date of dispensing of National Health Service prescriptions. The penalty in each instance was a £5 fine. Prosecution said that Gray's books showed no record of purchases of drugs from wholesalers. Gray explained that he did not deal in Dangerous Drugs, as "the trouble involved was not worth the small reward." Further inquiries revealed that Gray had been purchasing such drugs and when seen again he admitted having done so. For Gray, it was said he had been a pharmaceutical chemist for about thirty years. He had run his business single-handed for a long time; it was a busy practice, and things became pretty hectic at times. He had been harassed and became ill. As a consequence he grew forgetful, and the offences were committed because of inadvertency. There was no suggestion that Gray had been taking drugs himself. His family life was happy; he had eight children aged from three-and-a-half to sixteen-and-a-half years. He had found that looking after his family and his business presented a problem. He was well thought of by the public of his district, and in his church. He had never been in the slightest trouble before. Gray had put the drugs straight into a cupboard for safety: that was why he had failed to register them.

### COMPANY NEWS

*Previous year's figures in parentheses*

NEWTON, CHAMBERS & CO., LTD.—Group profit for 1958 amounts to £896,573 (£805,855) less tax £504,222 (£469,000). The 1957 comparative figures do not include results of a subsidiary acquired since. Ordinary dividend, 16 per cent. (same).

E. I. DU PONT DE NEMOURS & CO. (INC.)—Sales were \$1,829 millions in 1958, or 7 per cent. less than in 1957, but the final three months set a record figure for any quarter in the company's history. Dividends on the Common stock were \$6 per share compared with \$6·50 in 1957. Research was carried forward in the company by about 2,400 scientists during the year, the company spending \$90 millions for research and development during 1958, exclusive of laboratory construction.

FRANCO SIGNS, LTD.—Trading profits for the year ended September 30, 1958, after charging directors' fees, etc., were £129,845 (£115,484); less taxation, income and profits, £55,189 (£48,058). Authorised share capital has been increased to £450,000 (£300,000) and since the date of the accounts 224,000 shares of 10s. each have been issued for cash at par, making the issued share capital, £392,000 (£280,000).

F. W. HAMPSHIRE & CO., LTD.—Profit for year ended December 5, 1958, was £159,883, before tax of £79,269. The previous balance of £183,237 included £63,704 depreciation written back and was subject to tax of £64,087. As previously stated (C. & D., March 14, p. 284), final dividend of 13½ per cent. makes total for the year 20 per cent. (16½ per cent.).

DIVERSEY (U.K.), LTD.—Following the acquisition of the Milton Group of companies by Vick Chemical Co. of America, through its English subsidiary (Vick International, Ltd.), Deosan, Ltd., one of the Milton group of companies has been acquired by Diversey (U.K.), Ltd., a subsidiary of the Diversey Corporation of Chicago. While Diversey (U.K.), Ltd., which has an issued share capital of £290,000, will receive some direction from the Diversey Corporation, it is possible, that with successful developments during the course of the next financial period it may place its shares on the market, according to a statement from the company. At the factory at Riddings, Derbyshire, where Deosan products are manufactured, Diversey products are to be made, Diversey (U.K.), Ltd., being the manufacturing unit, and Deosan, Ltd., the selling organisation. Mr. Albert Gale has resigned as director and secretary of Milton Antiseptic, Ltd., and has been appointed managing director of Diversey (U.K.), Ltd., and Deosan, Ltd.

### BUSINESS CHANGES

MRS. KATHLEEN DURNIN, M.P.S.I., has opened a pharmacy at Main Street, Dunleer, co. Louth.

THE telephone number of Pepsodent, Ltd., 449 London Road, Isleworth, Middlesex, has been changed to Isleworth 1266.

THE London Office of Roeol, Ltd., is removing to General Buildings, Aldwych, London, W.C.2 (telephone: Holborn 1985), on March 23.

KINGSLEY & KEITH, LTD., are removing to Rex House, 38 King William Street, London, E.C.4 (telephone: Mineing 1101) on March 23.

### Appointments

BAIRD & TATLOCK (LONDON), LTD.—Mr. Robert Douglas Baird, B.A., E.R.D., has been appointed a director of the company and of Hopkin & Williams, Ltd.

POTTER & CLARKE, LTD.—Mr. R. A. Bennett-Levy, M.A., has been appointed a director of the company. He is to act in the advisory capacity on technical research and development.

UNITED GLASS, LTD., have appointed Mr. Stanley Joseph Morris general manager at their Charlton works.

### OVERSEAS VISITS

MR. D. F. HAYDON (chief technical sales representative, Baird & Tatlock (London), Ltd., and Hopkin & Williams, Ltd.), is making a six-week tour in the Middle East. He will be visiting agents, representatives and customers in the Persian Gulf, Iraq, Iran and the Lebanon.

## IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

NUMEROUS questions were addressed to the Postmaster-General on March 11 about advertising on television, some members were critical of the delay in withdrawing certain toothpaste advertisements, which had been criticised by the Advertising Advisory Committee. MR. ERNEST MARPLES (Postmaster-General) agreed with the criticism but asked the members to note that the discrimination referred only to television advertising and that the same advertisement had appeared in a variety of newspapers.

### Poliomyelitis Vaccination

MRS. J. S. BUTLER asked the Minister of Health what was the total expenditure incurred by the Government in connection with poliomyelitis vaccination during 1957. MR. DEREK WALKER-SMITH in a written reply on March 11 stated that figures for the calendar year were not available. The total expenditure falling upon the Exchequer in the financial year ended March 31, 1958, on purchasing and testing poliomyelitis vaccine for use in Great Britain was approximately £1½ million. The additional expenditure by local health authorities on vaccination against poliomyelitis was not separately known.

### Consumers Council

SIR DAVID ECCLES (President of the Board of Trade) on March 12 said that he was not yet in a position to make a statement regarding the proposal by the Consumer Advisory Council of the British Standards Institution that an independent national body representing every aspect of consumer interest should be established.

### Purchase Tax

Asked whether the Chancellor of the Exchequer when granting concessions of purchase tax, would seek assurances that the concessions were passed on to the consumer, MR. F. J. ERROLL (Economic Secretary, Treasury) on March 12 replied in the negative. He added that the Chancellor considered it was a matter which should be left to the free play of competition.

### Receipts

SIR J. CROWDER asked the Chancellor if he was aware that many people still think that since the passing of the Cheques Act, 1957, it was no longer necessary to give duly stamped receipts even when requested to do so.

MR. J. E. S. SIMON (Financial Secretary, Treasury) stated in a written reply on March 12, that the legal position was exactly the same as before the Cheques Act was passed. A receipt for a payment of £2 or more must be stamped (unless it comes under one of the special exemptions in the Stamp Act). A person who gives an unstamped receipt for such a payment or refuses to give a stamped receipt for it when required to do so by the payer is liable to a fine of £10.

### Pharmaceutical Education in Scotland

On March 17, MISS M. HERBISON asked the Secretary of State for Scot-

land when a course leading to the "diploma of pharmaceutical chemistry" would be established in the West of Scotland. MR. NIALL MACPHERSON (Joint Under-Secretary of State for Scotland) said the long-term requirements of the West of Scotland for facilities for pharmaceutical education were being considered by the Pharmaceutical Society, the pharmacy schools and officials of the Scottish Department. In the meantime the Royal College of Science and Technology, Glasgow, had agreed to continue the present two-year diploma course for one more course starting in October 1959.

MISS HERBISON asked for an assurance that when that course was finished there would be some institution in the West of Scotland providing the course leading to the diploma. Students from Glasgow and the whole of the West of Scotland would otherwise have to go to Aberdeen or Edinburgh.

MR. MACPHERSON pointed out that all students who were registered with the Pharmaceutical Society after March 1, 1958, would, in any case, have to take a three-year course in addition to their preliminary year. There was, therefore, very little difference between that four-year course and a degree course. MR.

MACPHERSON added that the whole question of long-term provision was "discussed at a meeting convened by the Pharmaceutical Society last week." We shall certainly watch what happens in regard to the demand for courses, but we think that there will be a preference for a degree course in the West of Scotland."

MISS HERBISON: "But, surely, the Under-Secretary is aware that, where we have a three-year course and a four-year course in teaching, by far the greater number still take the three-year course. Is he not also aware that what he says is no excuse at all for not having this three-year diploma course available in the West of Scotland?"

MR. MACPHERSON: "The three-year course is generally prefaced by a one-year preliminary course, making a four-year course in all."

### Instrument Inquiry Service

Replying to a question by MR. G. W. LAGDEN, on March 17, MR. H. NICHOLLS (Parliamentary Secretary, Ministry of Works), stated an instrument inquiry service was provided at the British Scientific Instrument Research Association. It was dealing with 2,200 inquiries annually, providing help to bona fide research workers in the choice of suitable British scientific instruments for their investigations.

## HOSPITAL CONTRACTS IN S.W. LONDON

**Committee claims saving of £24,500 in 1957-58**

AT the annual meeting of the Southwest Metropolitan Hospital Pharmacists' Committee, held recently, the secretary (Mr. W. S. Benjamin), in presenting the Committee's report on the regional contracts for pharmaceutical supplies, said that the total value of the contracts during 1957-58 was approximately £250,000, compared with an estimated £200,000 during the previous year, when savings of about £20,000 were estimated to have been achieved. After taking all price increases into account the items contracted for during 1956-57, for which contracts were again placed during 1957-58, produced a further net saving of roughly £4,500. The addition of new items to the contracts schedule resulted in further savings of about £500. The committee was satisfied, after comparing the overall contract prices obtained with those which would have been paid in the absence of the joint contracting scheme, that the total value of savings during 1957-58

was of the order of £25,000. The administrative costs of the scheme for 1957-58 amounted to £510 (£367 for the previous year), and must be considered exceedingly low in relation to the volume of the contracts and the results obtained. The increase in the sum expended, which also included overtime, stationery, printing, duplicating, travelling expenses and part-time clerical help, was mainly accounted for by higher postal charges and by payment to an agency for certain typing and duplicating. The administrative costs continued to be defrayed by the Regional Hospital Board.

A questionnaire had been sent out to chief pharmacists participating in the scheme inviting their comments on the present contract arrangements. Forty replies had been received in all, of which twenty-four made general and eight made detailed comments regarding particular contractors. Virtually all those making general remarks commented favourably on the working of the scheme. The few complaints were mainly concerned with delivery times, a problem which the new provision in the 1957-58 conditions of contract specifying a maximum of fourteen days for delivery had reduced to negligible proportions.

Suggestions were received for nearly seventy additional drug items for the 1959-60 contracts. Those suggestions had recently been considered and a provisional list of twenty-five new items had been adopted. The meeting decided unanimously to re-elect the previous year's committee and auditors and to retain the same co-opted members to serve during 1959.



MR. W. S. BENJAMIN (secretary of the Committee) with Dr. D. Stark Murray (pathologist, Kingston Group Laboratory), and Mr. E. G. Braithwaite (secretary, South-west Metropolitan Regional Hospital Board).

## PERSONALITIES

MR. H. WILLIAMS, M.P.S., Reading, has been elected treasurer of the Reading Chamber of Commerce.

DR. FRANCIS H. CARR, C.B.E., has been awarded the 1959 Society medal of the Society of Chemical Industry. The medal is awarded biennially for conspicuous services to applied chemistry or to the Society. Previous recipients include Lord Leverhulme; Professor Sir Charles Dodds; Sir Eric Rideal; and Sir Walter Worboys.

MR. E. LE Q. HERBERT has been nominated President-elect of the Royal Institute of Chemistry for the years 1959 to 1961, taking office in April.

He is managing director of Shell Refining Co., Ltd., a director of Shell Chemical Co., Ltd., and other companies. He served for nearly twelve years in Mexico before returning to the United Kingdom in 1938 and was appointed to his present position in July 1955. Mr. Herbert is also a fellow and vice-president of the Institute of Petroleum, a member of the Institution of Chemical Engineers, and the Institute of Fuel, an honorary fellow of the Heriot-Watt College and a governor of the Battersea College of Technology.

MR. N. FRANCIS, F.P.S., has been appointed senior lecturer in pharmaceuticals at the department of pharmacy, Portsmouth College of Technology. In 1958 Mr. Francis, who has been for many years on the staff of the College, was made an examiner in forensic pharmacy for the Pharmaceutical Society.

MR. LLEWELYN W. JONES, M.P.S., Amlwch, Anglesey, has been elected alderman of the Anglesey county council. Mr. Jones was formerly a member of the local urban council, and its chairman in 1939. Earlier he was for six years (from 1922), a member of the Llangefni urban council. He is present secretary of the Anglesey Pharmaceutical Committee and is a pharmaceutical representative on the Executive Council.

FOLLOWING a reference by the *Hereford Times* to a former Hereford chemist, Mr. Edwin Guy, the newspaper received a letter from Mr. H. Humphreys Jones, Liverpool. Mr. Humphreys Jones, formerly head of the Liverpool School of Pharmacy, was once assistant to Mr. Edwin Guy at 27 Eign Street, Hereford, and describes him as "a fine fellow—a genuine John Bull in appearance and in other directions. I really did quake in his presence. Most of his time was spent in his surgery behind, taking temperatures, rates of pulse, examining throats, laying down commonplace laws of health and hygiene." Mr. Guy was especially noted for pulling teeth.

## DEATHS

ATKINSON.—At Whitleigh Green, Plymouth, on March 14, Mr. William Atkinson, M.P.S. Mr. Atkinson was for many years engaged in private pharmacy, but since 1953 had been a branch manager with the pharmacy department of the Plymouth Co-operative Society, Ltd., at Whitleigh Green Pharmacy. He leaves a widow and two children.

DYSON.—Suddenly on March 10, Mr. Ernest Thomas Benjamin Peacock Dyson, M.P.S., 17 Edgefold Road, Worsley. Mr. Dyson qualified in 1925.

GUILER.—Suddenly, Mr. James Rowland Guiler, M.P.S.N.I., 20 Chippendale Avenue, Bangor, co. Down. Mr. Guiler, who was Irish representative of The British Drug Houses, Ltd., for almost thirty years qualified in 1911 in Dublin. Afterwards he worked in Derry, Dundalk, Bangor and Belfast before joining Messrs. B.D.H.; he remained with them until his retirement a few years ago. Mr. Guiler was also a familiar figure on the Ulster hockey field, being a well-known umpire and president of the Ulster branch of the Irish Hockey Union in its jubilee year, 1946. He was the son of Mr. James Guiler, who carried on a pharmacy business on Ormeau Road, Belfast, and who for some time acted as an examiner for the Pharmaceutical Society of Ireland and for the Northern Ireland Society when it was formed.

MAPPIN.—At her home, 165 Hunloke Avenue, Boythorpe, Chesterfield, on March 8, Mrs. Eileen Elizabeth Mappin, aged thirty-seven. For some time Mrs. Mappin had been assisting her husband, Mr. S. A. Mappin, M.P.S., in his pharmacy in Chatsworth Road, Chesterfield.

MCKEEVER.—On March 9, Mr. Thomas McKeever, 14 Market Square, Navan, co. Meath. Mr. McKeever was father of Mr. Leo McKeever, M.P.S.I., Stillorgan, who is a member of the recently formed Irish Pharmaceutical and Medical Representatives' Association, and brother of Mr. James McKeever, M.P.S.I., Watergate Street, Navan.

PETYT.—On March 7, Mr. Ernest Petyt, M.P.S., The Meadows, 130 Haworth Road, Bradford, aged fifty-one. Mr. Petyt was proprietor of a pharmacy at 48 Whetley Hill, Bradford. He had been secretary and chairman and at the time of his death was social secretary of the Bradford Branch of the Pharmaceutical Society.

THOMSON.—On March 1, Mr. James Thomson, M.P.S., 6 The Crescent, Ilford, Essex. Mr. Thomson qualified in 1900.

WALSH.—On March 11, Mrs. Ida Walsh, 10 Osborne Avenue, Sherwood, Nottingham. Mrs. Walsh was the wife of Mr. Harold Walsh, representative of Cupal, Ltd., Blackburn, for thirty-one years.

WILLOUGHBY.—At 1 Goldsmith Terrace, Bray, co. Down, on March 7, Mr. Robert Willoughby, M.P.S.I., aged fifty-five. Mr. Willoughby was a past examiner of the Association of Ophthalmic Opticians of Ireland. He was father of Mr. Kenneth Willoughby who is a student of pharmacy.

## Correspondence

### The Late Mr. G. I. Akeroyd

SIR,—May I be allowed a little space to pay a brief tribute to the late George Ira Akeroyd, M.P.S., whose death was reported in the C. & D. last week (p. 284). "G.I.A." was known to thousands of pharmacists during his work as dynamic sales manager of Boots, Ltd., during the years 1921-46, and a large number who, like myself, left that organisation to become independent private chemists owe a great deal to the lessons in selling sent out from his office on large glossy broadsheets. George Akeroyd had a great sense of humour, too. In 1928 I, together with several other newly-qualifieds, was detailed to assist with the preparation of the huge new branch in Western Road, Brighton. After many weeks' hard work the shop was ready, and the night before it was opened a dinner was given in the cafe over the shop. A large number of V.I.P.s, including the late Lord Trent and the mayors of Brighton and Hove, plus many local dignitaries, were to attend at 8 p.m. At about 4 p.m. "G.I.A." grabbed my arm and asked if I had a dinner jacket. On being told I had, he said: "Good; be here at 7 p.m. sharp." I could hardly wait to tell my less-favoured colleagues. I arrived at 6.45 p.m. and was met by "G.I.A." who said "What the h . . l are you doing in that get-up?" On reminding him that he had told me to come along, he suddenly remembered what he had in mind for me. "Come this way, son" he said, and led me over to the large swing shop-doors. "Get hold of that handle, and whenever a car drives up, greet our guests with a smile and a polite 'Good evening, Sir'." I need hardly say I was a trifle ruffled at that indignity at the time, but I afterwards saw the funny side—and so did my colleagues, who for days afterwards asked how I had enjoyed the dinner! One final word: In last week's C. & D. (p. 293) E.C. Tenner states "The multiples, supermarkets and our pushful competitor private chemists are all striving to attract our counter drug and proprietary trade away from us. . . . What can we do to be saved?" George Ira Akeroyd would undoubtedly have told him, in very few words!

C. H. PATRICK,  
Twyford

### Appreciated

You are to be congratulated. It (the C. & D. Tablet and Capsule Identification Guide) is an excellent publication in this district, where few doctors keep adequate records. — W.G.G. [Name of place withheld. No prize for the best guess.—EDITOR.]

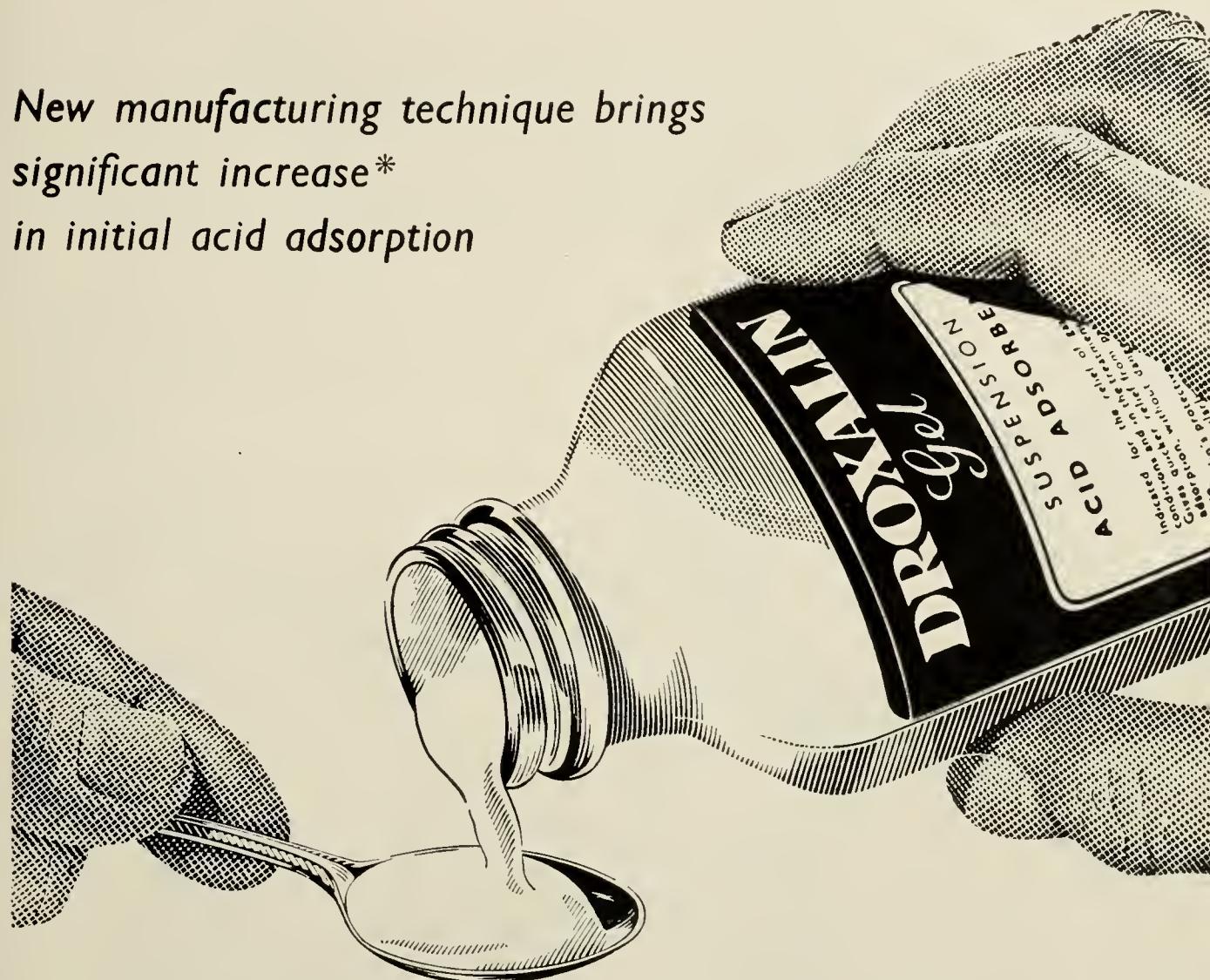
### CAN YOU READ IT?

R

7 Jun - 1st  
25 p  
45

SENT in by a London pharmacist, the item is from an EC10, and was correctly dispensed.

New manufacturing technique brings  
significant increase\*  
in initial acid adsorption



## INTRODUCING DROXALIN GEL

Rapid adsorption of gastric hydrochloric acid is accepted as the most effective method of obtaining relief in peptic ulcer pain.

- \* In two minutes a single teaspoonful (3.5 mls.) of DROXALIN GEL will neutralise 50 mls. of N/10 HCl. This is several times the speed of acid adsorbents prepared by usual methods.

## DROXALIN GEL

Using the well established Droxalin formulation a new and exclusive manufacturing technique has produced in DROXALIN GEL an antacid possessing this significant increase in initial acid adsorption. The advantages of quicker acting DROXALIN GEL in peptic ulcer therapy and hyperacidity will be readily recognised. The palatability of Droxalin Tablets is achieved.

**DROXALIN** *Gel*

### ACID ADSORBENT

Droxalin palatability in liquid form

ACTIVE INGREDIENTS	DOSAGE	PACKS AND PRICE
Each teaspoonful (3.5 mls.) contains 60 grains Aluminium Hydroxide Gel B.P. (equivalent to 5 grains Dried Aluminium Hydroxide Gel B.P.) and 5 grains Magnesium Trisilicate B.P.	One or two teaspoonfuls one half-hour after meals. Repeat as necessary.	DROXALIN GEL is available in 8 oz. and 80 oz. bottles. Prescribable on E.C.10. Basic N.H.S. cost. 1/10d per 6oz. bottle.

CLINICAL TRIAL SAMPLES ON REQUEST TO:— SCOTT & TURNER LTD. NEWCASTLE UPON TYNE

# Get a better share of the AEROSOL trade with

AGAINST FLIES & FLYING INSECTS



AGAINST SMELLS & GERMS



ONLY  
**4/11d**  
EACH RETAIL

AGAINST MOTHS & CRAWLING INSECTS



## in 1 doz display packs

CARRYING	<b>37½%</b>	FOR	<b>12 DOZ</b>
	<b>33⅓%</b>	FOR	<b>4 DOZ</b>
	<b>25%</b>	FOR	<b>2 DOZ</b>

BACKED BY THE GREATEST NAME IN INSECTICIDAL PRODUCTS

*Write for full trade details*

## RENTOKIL LTD

FETCHAM · LEATHERHEAD · SURREY. Tel: LEATHERHEAD 4021





# The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at  
28 Essex Street, Strand, London, W.C.2

TELEPHONE CENTRAL 6565

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

## The Chemist and His Counter Trade

THE next ten years in retailing concern retail pharmacists as much as other retailers, but among the 120 delegates who attended a conference on the subject at Harrogate last week (p. 321), chemists were poorly represented. That was a pity for two reasons. First, it deprived many who could have benefited by it of much valuable and potentially profitable information (even though, as one would expect, some of it had to be separated out from less useful material). Secondly it would have given chemists a salutary insight into the ways in which retailers in many other categories are currently thinking and working. Some of those ways may, unless mitigated by chemists' own energetic action, leave them excessively vulnerable to a competition that widens and sharpens at an accelerating pace. Economists at the conference predicted that during the next ten years there will be a 30 per cent. increase—at 1957 prices—in total consumption: from £14,174 millions in 1957 to £18,700 millions in 1967. They did not, however, expect the same percentage increase to be reflected in all trades and services. As the standard of living increases, so consumers' spending pattern changes. How the pattern changes, and how to keep one's place in it, call for research and planning by retailers to a far greater degree than at present.

Why are changes likely to be much more rapid and drastic in the next ten years than hitherto? An important factor is the much greater mobility of the customer, who can, by car or public transport, so easily today get to other shops if she has any reason to dislike the price or quality of the goods—or the service she receives—from the shopkeeper whose customer she has been. In the food trades the reaction to that situation is to try by every means to "maximise the traffic" (increase to a maximum the number of customers who come into the shop and the amount that each one spends). "Every means" includes enticing them in with "bargains" (loss leaders). At the conference, accordingly, little disposition was shown to acknowledge (a) the merits of uniform prices, even for branded and standardised goods, or (b) the virtues of expert advice (from, say, the chemist) in the selling of such an article as paper handkerchiefs. [Or perhaps, by implication, the prevalent idea seemed to be that the chemist was quite entitled to sell, with advice, at one price, but that if the customer wanted the item without the advice she should be able to get it at a lower figure

from the non-chemist.] In other words, the mental climate of cut prices was very much in evidence, and it would seem that chemists can expect as little support from many other retailers as from the general public and the Government in pressing for the principles of resale price maintenance. That does not prove fair prices and orderly trading wrong. It seems to mean that things will, for the independent retail pharmacist, get worse before they get better—a challenge to his business acumen.

## Outlook for Chemical Exports

FEW chemical manufacturers who heard Mr. S. P. Chambers's recent address on international competition in chemicals (see p. 319), can have failed to be disturbed over the present position of their export trade and still more over the future outlook.

So much has been said in the past about competition from Western Germany and the United States that it comes as something of a shock to find that the dangers to the British exporter in the future are even more likely to be from quite a different quarter—namely from the Iron Curtain countries and in particular Russia and China. The home market, protected as it is by high tariffs, is not expected to be affected. It is in countries like India and South Africa, however, that the threat to British exports is likely to be strong, since Britain cannot expect corresponding protection for her goods from those markets. The present production drive in Russia and China will undoubtedly lead to surpluses which may come to be sold overseas at prices that bear little relationship to costs, the purpose being to get foreign exchange.

The tendency in recent years has been for industrialised countries to import more, and non-industrialised fewer, goods. Thus Britain, which sends only 36 per cent. of her chemical exports to industrialised countries (against Western Germany's 66 per cent.; Switzerland's 60 per cent.; and France's 45 per cent.) has not been able to cash-in on the rising economy to the same extent as her neighbours.

Yet there is a brighter side to the picture, for while British chemical exports as a whole may today not be going to the most satisfactory markets, there is a more favourable distribution of products within the industry in the sense that larger proportions of certain chemicals, among them pharmaceuticals and plastics, are exported for which the demand is growing and is expected to continue growing.

The subject is, of course, complex, and Mr. Chambers rightly points out that it is not possible to draw straightforward conclusions nor form an accurate assessment by counting all gains reflected in the export figures for individual products as gains for the whole economy. What must be looked for "is a steady expansion in British exports as a whole, with chemicals making their appropriate contribution either in other exports or as direct exports themselves."

## RECENT RESEARCH

### CHOLINESTERASE INHIBITORS IN PLANTS

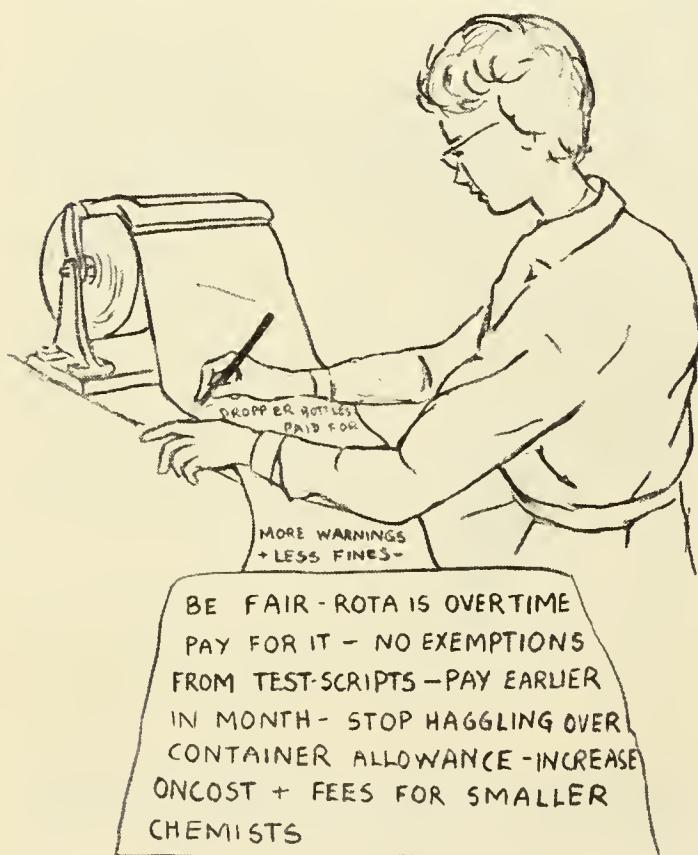
CHOLINESTERASE inhibition is used to determine organophosphorous insecticide residues in plants. Unexpected difficulties encountered by three United States research workers (*Science*, 1958, 1136) led to the discovery in the tissues of solanaceous plants of a water-soluble inhibitor of human-plasma cholinesterase.

# Onward from Galen

## A CURRENT CAUSERIE

AFTER a break of a year, Allenbrys Amateur Dramatic Society resumed on March 6 its series of performances that otherwise has been annual since 1949. This year the play chosen was "And No Birds Sing," and the excellence of the production suggested that the extra year available for preparation had been put to good use, though it is understood that everything has in fact been concentrated in the period since December 31, 1958. Settings, presentation and casting were alike good, and some newcomers to the company—in particular fifteen-year-old Joyce Clapham in a *gamin* rôle—must give the Society's committee confidence to go into production again next year. The "old hands" had, of course, the most exacting parts, and carried them off with sustained skill. Not the least advantage of a dramatic society in a manufacturing house is that it brings together members of the staff of many departments for a worth-while purpose quite outside their ordinary everyday work.

### THOUGHTS FOR THE CHANCELLOR



ADVOCATES of collective advertising for pharmacists in this country may be interested in two whole-page advertisements before me as I write. They are in the *West Australian* of August 20 and November 21 and were sent by Mr. A. E. Footitt, M.P.S., who migrated to Perth in 1957 to become chief pharmacist at the Royal Perth Hospital. The later one is headed by a photograph of a young girl whose face expresses shocked surprise. "What! . . . buy medicine at the butchers?" she is saying and the legend a little lower down, amidst panels devoted to proprietary remedies, explains that "the butcher is a specialist. He sells meat and he knows meat," adding that "Your Chemist has had years of training and is highly skilled at his profession. He sells medicines and other products, because, apart from your Doctor, he alone understands them and can advise you on their proper use." The earlier advertisement, which like the other is issued by the Federated Pharmaceutical Service

Guild of Australia, uses more cogent arguments. "Save £s . . . take full advantage of the income-tax deductions on medicines," it runs, "Within defined limits purchases of medicines are allowable taxation deductions, *but only when purchased from a chemist*." The policy seems obvious for the would-be advertisers in Britain. First bring about taxation-law changes so that medicines command remissions "but only when purchased from a chemist." Secondly, think up a slogan that dramatically contrasts the chemist with other classes of trader (not necessarily those actually selling medicines themselves). Thirdly, no half measures in booking space—nothing less than full pages in the best media.



A RECENT piece of market research has shown that, although 3.5 million people already own an electric shaver, and that a further 4 millions "are likely to switch to electric shaving" or "are not opposed to it," the remainder of the adult male population is still "not yet sold" on the idea. That information was given in an article—"The Changing Face of Shaving"—(*Financial Times*, February 18), which stated that since 1953, in which year the electric-shaver production was  $\frac{1}{2}$  million, production has risen to nearly three times that figure in 1958. Two manufacturers (Remington Rand and Philips Electrical) share about 60 per cent. of the market, with Ronson "next in line." Other information in the article is that there are about fifty different varieties available in this country, "with British-made models comprising three-quarters of the total sales." Although electric shaver manufacturers have been prospering, it is claimed that more blue Gillette blades were sold in 1958 than in any previous year.

### FIFTY YEARS AGO TRADE-MARK RIGHTS

*From the C. & D., March 20, 1909*

IT has no doubt been observed that recently there has been a greatly increased number of applications for the registration of trade-marks in the classes of goods which pertain to pharmacy. It is a sign of the times. The object of affixing a trade-mark to an article is to distinguish the product from others of similar composition or uses. In the case of chemical and pharmaceutical products some are protected by patents, while in most cases the makers desire by a trade-mark to signify that they have specialised in a particular preparation. As the articles are advertised and sold under the registered titles, the reputation which they thus acquire is regarded as goodwill, the value of which the manufacturer is directly interested in maintaining. The incentive is thus obtained for keeping up the quality of an article or raising it when increased knowledge is obtained in manufacturing the product, especially in the case of chemical products. It is well known that no ordinary chemical is of 100 per cent. purity, and that a chemical name is frequently applied equally to the substances of from 70 to 90 per cent. purity. In the case of complex organic compounds there is the additional liability to constitutional variation, which in some instances is only detectable by physiological action; so that from the medicinal point of view it is erroneous to assume that what may be called the "imitation chemical" is the same as the "original chemical." This is one reason why introducers of newly discovered organic compounds designate the products by protected names, the other being the well recognised legal and trading axiom that the first discoverer is entitled to the fruits of his labours. The experience obtained in making a new compound places the inventor in an almost impregnable position as regards the best process of manufacture, and it is a striking fact that the maker of a special product can usually distinguish his article by tests, so that where another product is supplied in place of it there is seldom any difficulty in demonstrating the fact.

# ANY BUSINESS QUESTIONS ?

*We have put up a partition in the back room of our shop premises in order to improve dispensing and storage facilities. The inspector of taxes is not allowing the cost to be charged against profits and refuses, moreover, to give any wear-and-tear allowances. Would you give your opinion of the matter?*

CAPITAL allowances (which refer to "wear and tear") are given against the cost of fixtures and fittings but, from your description, the partition is being considered as tantamount to a wall and in that sense would not be equivalent to a fixture or fitting. The inspector is interpreting the expenditure as being of a capital nature, and will not allow it accordingly as a chargeable expense. If the facts warrant, it may be possible to argue that the partition is not of its nature a material part of the premises itself and is removable without altering their nature. In those circumstances, it should be included with fixtures and fittings so that capital allowances should be computed thereon, but it may be found necessary to take the matter to appeal.

*I feel I am paying too much in rates. I think the rateable value of the premises is unduly high. What is the procedure to apply for a reduction?*

THE way to appeal is to make a proposal for the alteration of the valuation list so far as your property is concerned. You will, in effect, be giving written notice that you are "aggrieved" by the contents of the list. There is a specially prepared form for the purpose. It is supplied by the local valuation officer and, when completed, must be returned to him. The form provides space for stating the suggested alteration and to say why the alteration should be made. Those are tricky questions. To the first you should answer as you think fair and right: "I propose that the gross value should be reduced to £....". In the second space you might state, simply, that you consider the present rateable value to be excessive and incorrect. Having completed the form (or got some expert to do it) and sent it off, you can but sit and await developments. According to law, the valuation officer can do one of three things. He can agree to the alteration as proposed by you, negotiate or object. If he adopts either of the first two courses, you should have little to worry about. If he objects then the matter will, unless you withdraw your proposal, come before a valuation court. The courts, which have the job of determining this type of appeal against the valuation of property for rating, have an informal atmosphere. If required there is a further appeal (both you and the valuation officer may take advantage of it) to the Lands Tribunal. However, before you begin your appeal, ascertain the details of the assessments of other and possibly similar properties from the valuation list at your town hall or council offices. Any ratepayer is entitled to make notes or copy details as required. It will be on the information thus obtained and any special circumstances concerning your property that you must prepare your case.

*There seems to be a strong possibility that my business premises (owned by my father and rented on a quarterly basis but with no lease) will be compulsorily acquired for a road widening scheme. What steps, if any, can I take to protect my interests? I have been in business here for over twenty years. Would any compensation be payable to me as tenant? If not, would it be better for me to purchase the property now, before any decision is made by the Town Planning Authority about its future?*

PRESUMABLY there is a town planning (general) scheme covering the area in which your premises are situate. Such a scheme is generally referred to as a development plan. If that has not been yet brought forward you could object at the general inquiry that will be held. If the plan has gone forward, you may still object to the compulsory purchase order when it is made by the authority and before it has received the Minister's consent. Once the order has been approved by the Minister you can do nothing further except to make your claim for compensation in respect of the compulsory acquisition. You should consult a solicitor when the order is made and employ a competent planning surveyor to put forward your claim for compensation. As your property is required only because of road widening, it does not come within the Slum Clearance Act, 1956.

It would appear that although you pay your rent quarterly, you are a *yearly* tenant, and as such you are entitled to compensation for the acquisition of your interest. Assuming, however, that you were a *quarterly* tenant, you might still be entitled to compensation, though under a different Act, namely the Landlord and Tenant Act, 1954. The Authority could, for instance, acquire the interest of your immediate landlords and then serve you with notice determining your quarterly tenancy (assuming that the tenancy is a quarterly one). In that event you would not be entitled to any compensation for compulsory acquisition, since there would not be any such acquisition. You could in that case, however, make a claim under the 1954 Act to defend your right to compensation under that Act, unless the Authority itself took action under the 1954 Act. We do not see for the moment what you would stand to gain by purchasing your landlord's interest. Theoretically, as he also would be entitled to compensation for his interest if it were compulsorily acquired, you would be merely stepping into his shoes. You would in those circumstances recover the interest at practically what you paid for it yourself. You should take expert advice at the appropriate time.

*I recently formed a limited company to take over my private business. As a director of the company should I be regarded as employed or self-employed for National Insurance purposes?*

THIS is a more important point than is often realised for, apart from the fact that personal contributions are less for an employee than for a self-employed person, the employee gets unemployment benefit, to which the self-employed person is not entitled, and participates in the industrial injuries scheme. A director of a limited liability company is not, as such, employed under a contract of service that implies a master-and-servant relationship, and it follows that any director whose duties for his company are carried out solely in the capacity of director is required to be insured as a self-employed person. However, where a director is also engaged in some other work which is under a contract of service, then his card is stamped at the Class 1 (employed person) rate. In those circumstances he does not have to pay a self-employed person's contribution. That might well be the case where a man was working for his company as a servant, as distinct from his work as a director, in return for a salary or other payment. In cases of doubt reference should be made to the provisions concerning directors in the articles of association of the company. Some guidance may also be obtained from a service or other written agreement, the minute books, wages book or other company records. If the query cannot be settled in that way, then it is best to consult the local office of the Ministry of National Insurance. Where necessary, any party concerned may, under regulations made under the National Insurance Acts, apply to the Minister for the formal determination of the question.

*Is there any reason why I should not pay my son who is over twenty-one and at the university an annual sum under Deed of Covenant?*

IT is open for a parent to pay an allowance under covenant to his child who is no longer a minor. There should, of course, be no arrangement under which the net income received by the child is at all repayable as that would constitute a fraud on the revenue. On the other hand the parent can charge his son for any keep in which he is involved but it must be also remembered that, to obtain the child allowance, the annual income of the child taken into account must be within the exemption limit.

*My wife is the beneficiary of a family trust and receives the usual tax certificate for each year showing her share of the estate's net income. Is she entitled to make a reclaim of the expenses charged before arriving at that net income?*

A CASE has, in fact, been brought before the courts on this point and it was there decided that no such claim is admissible. The net income of each beneficiary is "grossed up" at the standard rate of tax, and that gross figure represents the sum on which the beneficiary is taken as having suffered tax. Relief would, of course, be appropriately given by reference to such tax and the taxpayer's position.

# PHARMACEUTICAL SOCIETY OF IRELAND

## Monthly meeting of Council

**M**EMBERS at the March Council meeting of the Pharmaceutical Society of Ireland expressed concern about an advertisement for a new vaccine for the prevention of bovine husk, in which it was stated that the vaccine could be obtained only through veterinary surgeons.

Mr. H. P. Corrigan (president) was in the chair and those present were Messrs. M. Costello, V. McElwee, T. R. Miller, J. P. Kissane, T. F. Robinson, K. Banks, J. P. O'Donnell, M. F. Broderick, J. J. O'Regan, D. J. Kennelly, J. Gleeson, M. L. Cashman, C. Cremin, G. O'Neill, P. A. Brady and M. Power. Apologies for absence were received from Miss Cunniffe and Mr. T. B. O'Sullivan.

The matter of the advertisement was raised by MR. M. F. BRODERICK who said that it referred to a new oral vaccine. The advertisement clearly stated that the preparation was being made available to veterinary surgeons only. MR. J. P. O'DONNELL said that the Irish Drug Association had already discussed the matter and had decided to take "a certain line of action." The Association claimed that the chemist must have access to all medicines of that nature for human and veterinary use. Certain arguments had been advanced explaining why that particular vaccine had been confined to veterinary surgeons, but it was up to the Society to refute the underlying inference that chemists were not entitled to sell it.

### "A Slur on the Profession"

MR. M. COSTELLO, supporting, said that Mr. O'Donnell had gone to the root of the matter. The implication was that pharmaceutical chemists, who by training, experience, right and statute, were the people most competent to handle and distribute such commodities either for human or veterinary use, were not considered, in that instance, fit or proper people to handle the vaccine. It was a slur on the profession. While there might be some reason for manufacturers to withhold injectable commodities from chemists on the grounds that such injections might get into the wrong hands, the particular preparation [mentioned in the advertisement] was an oral vaccine. It looked as if it might be "the thin edge of the wedge" to deny such supplies to chemists.

MR. J. J. O'REGAN suggested that a dignified protest should be sent to the company concerned stating that the Council viewed the situation with alarm. MR. O'DONNELL said that unless some action were taken he could visualise a situation in which another firm of manufacturers might advertise that cures for stomach worms would be distributed only through veterinary surgeons. The fundamental principle which the Council wanted to see unchallenged was that chemists should have access to all preparations for human or veterinary use. They could listen later to arguments advanced for exceptions in a particular case.

MR. D. J. KENNELLY said that the State "made no bones" in giving chemists access "with a good deal of confidence" to the sale of serious narcotics for human use and yet there was that restriction on the sale of an animal vaccine. "I think this is a terrible thing because it is the thin edge of the wedge and it is only encouraging others if they get away with it," Mr. Kennelly declared. Urging the Council to take the matter up with the company concerned, he added that the relations between chemists and the manufacturers over the years had been cordial and it would be a pity if they should become somewhat strained now.

MR. J. P. KISSANE said that the vaccine was of great interest to all country chemists and the Council could not take too strong an objection to the advertisement. "I don't think we could deal with the matter in any way that would be too strong," said Mr. Kissane, and he suggested that the Council should point out to the agents that it would be better for them, from a business point of view, to distribute the vaccine through chemists. MR. O'DONNELL said that

there was a long list of horticultural articles which chemists were also not asked to supply.

After further discussion the registrar was instructed to write to the agents for the particular vaccine expressing the Society's dissatisfaction at the implication, contained in the advertisement, that chemists would not be allowed to stock it.

### Post-graduate Postal Course

MR. KENNELLY said that the Post-graduate Study Group had completed arrangements for a postal course of instruction in physiology and therapeutics. Members had been circularised with the particulars of the course, which would comprise ten lectures devoted to a wide range of bodily conditions and ailments, with emphasis on the drugs used in their treatment. The lectures had been specially prepared by Dr. O. Conor Ward, who was thoroughly conversant with the problems confronting the pharmacist. Candidates, on enrolment, would receive the lectures at approximately fortnightly intervals, on payment of a fee of £1 10s. Mr. Kennelly thanked the members of the Post-graduate Study Group, and their chairman (Mr. D. W. P. Boyd), for the valuable work they had performed in making the lectures available.

THE PRESIDENT said the Group were to be congratulated on the excellent course they had prepared. He hoped that not only country members, but city members as well, would avail of it.

A letter was read from the Editor of THE CHEMIST AND DRUGGIST noting the retirement after twenty-seven years' service as Press recorder to the Society of Mr. Hugh G. Smith, and confirming the appointment of Mr. Desmond Leonard as his successor.

The sales manager of the pharmaceuticals division of Imperial Chemical Industries, Ltd., wrote informing the Council that a tour of the division's new research laboratory at Alderley Park, Cheshire, was being arranged for a number of Irish pharmacists on April 2. The number would be limited to twelve members of the profession who would be accompanied by a representative of the company, and it was suggested that the party should consist of one member of the teaching staff of the College of Pharmacy, together with members of the Council, Hospital Pharmacists' and Compounders' Association. The Council was asked to nominate three of its members for the visit. The writer indicated that if the tour proved successful it was hoped to extend further invitations at later dates. It was unanimously agreed that Mr. Costello and Mr. Broderick should represent the Council on the tour, and that Professor O'Connor and Mr. Harte should represent the teaching staff. On the motion of MR. M. L. CASHMAN, seconded by MR. MILLER, a vote of thanks was passed to the company for the invitation.

Mr. Fionan Harty (secretary, Kerry Chemists' Association) wrote stating that a motion had been discussed at a recent meeting of the Association requesting that the matter of the establishment of a liaison between doctors and pharmacists should be examined with a view to obtaining greater harmony between the two professions. The registrar, in reply to Mr. Miller, said that a reply had already been sent to the Kerry Association stating that the Council were awaiting the report of the Planning Committee. MR. KISSANE said that while he appreciated what Kerry wanted he thought it was a matter for the Kerry Association itself to deal with. The Council had the whole of Ireland to consider. MR. O'NEILL said there were certain contacts being made between the medical, dental, nursing and pharmaceutical professions at present. Mr. Robinson and he were at the exploratory meetings. It was agreed to write to the Kerry Association pointing out that the contacts

referred to had been established, and asking them what unethical practices they had in mind which they wished to have eliminated.

Notification was received from the office of the Senate, Leinster House, informing the Society that at the 1959 annual revision of registers of nominating bodies under the Seanad Electoral (Panel Members) Acts, 1947 and 1954, the applications of Muintir Na Gaeltachta, Navan, co. Meath, and of the Royal Irish Academy of Music, Dublin, for registration in respect of the cultural and educational panels, had been allowed.

### The Registers

An application from a student for registration was granted. Another student was granted permission to enter for the First Professional (Supplemental) examination.

The registrar reported on the deaths of Peter Paul Coffey, M.P.S.I., Robert Farrell, L.P.S.I., Thomas King Beattie, L.P.S.I., and Robert Willoughby, M.P.S.I.

The following changes of address were notified:

Mrs. Teresa C. White (née McDonnell), M.P.S.I., to White's Pharmacy, Castlebellingham; Mr. Louis Hyland, L.P.S.I., to T. J. White & Co., Market Street, Cooteshill; Mr. Eric Massey, M.P.S.I., to Corbridge House, Claremont Road, Howth; Mr. Patrick O'Rahilly, L.P.S.I., to 222 Harmonstown Drive, Artane; Mr. J. Gavin Pitt, M.P.S.I., to 9 Melton Road, West Bridgford, Nottingham; Mr. Michael Treanor, M.P.S.I., to The Pharmacy, Main Street, Stranorlar, co. Donegal.

The following, who submitted marriage certificates, were granted change of name in the register:—Mrs. Teresa Carmel White (née McDonnell), Castlebellingham; Mrs. Mary O'Shea (née Byrne), Strand Street, Skerries. The Licence certificates of the following were signed and sealed:—Mrs. Ellen McDonnell (née Farry); Catherine N. Connellan; Mary M. O'Connor; Mrs. Sheila McNelis (née Healy); Etna B. Deery; Mrs. Mary Fee (née McManus); Evelyn Bonar; Ann P. O'Connor and Messrs. Thomas

O'Dwyer; Michael P. Sharkey, Dermot Dromey.

The following were nominated for membership:—Miss Eileen T. Murphy, Minane Bridge, co. Cork; Mr. T. Kelly, 150 Griffith Avenue, Drumcondra, Dublin; Mr. P. O'Rahilly, 222 Harmonstown Drive, Artane, Dublin; Mr. M. Martin, 18 Carlingford Road, Drumcondra, Dublin; Mr. E. O'Sullivan, Mortown, Lombardstown, Mallow, co. Cork; Mr. P. Nolan, Tuam, co. Galway; Mr. P. C. Singleton, The Cremore Pharmacy, 64 Glasnevin, Dublin; Mrs. Kathleen Durnin (née Masterson), Dunleer, co. Louth.

The following were elected to membership:—Miss Mary Mackesy, Mr. J. Kelly, and Mr. M. J. Lynch (associate).

At a meeting of the Benevolent Fund Committee at the close of the Council meeting, the registrar reported that £404 4s. had been forwarded by the Benevolent Fund Dance Committee as the proceeds of their annual dance, and that the Cork Chemists' Social Committee had forwarded £64 1s., representing the proceeds of the dinner-dance held in Cork. On the motion of MR. COSTELLO, seconded by THE PRESIDENT, a vote of thanks was passed to both committees. MR. COSTELLO said that the Benevolent Fund Committee's contribution was a "truly remarkable achievement" particularly in view of the smaller attendances at dances generally, and the fact that the night of the function was so inclement. As treasurer he asked the Cork representatives to convey to the organisers of their function his thanks for their "magnificent gift." MR. CORRIGAN associated himself with Mr. Costello's remarks and said he wished to express his personal thanks to the Cork Committee "for the lovely evening" he had spent in Cork as the guest of the organisers of the function.

The registrar reported that the Midland Drug Federation had disbanded and had forwarded a cheque for £3 odd, the balance of all monies outstanding. Regret was expressed at the passing of the Federation and tribute was paid to its work in the interests of the profession in the past.

## INTERNATIONAL COMPETITION IN CHEMICALS

### Russia and China seen as threat to British industry

"IT is my belief that in the years to come we shall have to pay far more attention to competition from Russia and China than hitherto," said MR. S. P. CHAMBERS (deputy chairman, Imperial Chemical Industries, Ltd.) when addressing the Plastics Institute on "International Competition in the Chemical Industry" on March 12.

Up to the present time British industry had been worried by the growing competition from Western Germany with its rehabilitated industries and rather lower labour costs as well as by some marginal prices quoted from the United States. But it was competition from Russia and China that might be the most serious problem in the future. Such competition in the chemical field hitherto had been small and sporadic but recently the quantities had been growing and the areas to which they went were of special importance to the British chemical industry. Countries like India and South America were particularly good targets for sales of chemicals and Britain could not expect those countries to erect obstacles to the import of low-priced chemicals for the benefit of British industry. While the export figures from Iron Curtain countries were small in relation to world trade as a whole, the impact was expected to be concentrated in certain areas of special importance to British industry.

In 1950 exports of chemicals represented 7·8 per cent. of total British ex-

ports; in 1956 the percentage had risen to 9·3 per cent. while, in the world as a whole, chemicals represented 10·5 per cent. of total exports in 1950 and 11·2 per cent. in 1956. Thus, the United Kingdom proportion was below average. In 1956 only 36 per cent. of British chemical exports went to industrialised countries against West Germany's 66 per cent., Switzerland's 60 per cent. and France's 45 per cent.

Overseas sterling areas (which were not expanding their intake at the same rate as the more industrialised countries) provided the main markets for British exports. Those countries were very dependent upon prices they obtained for their exports of primary products. Thus the British industry was more vulnerable to fluctuations than either the United States which had a large internal consumption or Western Germany which supplied the industrial markets of Western Europe. Furthermore, the sterling area countries were all beginning to establish industries of their own. In so far as Britain was depending too much on the overseas sterling area for its markets it would be a good sign if in future a large proportion went to miscellaneous markets where the problems and hazards were different from those of the overseas sterling area.

He considered Western Europe less likely to be affected by balance of payments crises or sudden changes of policy and therefore the most suitable

market for British goods although there hung over it the shadow of a steadily growing tariff wall.

Pharmaceuticals were likely to continue to figure largely in world trade because of almost world-wide demand for new drugs as they were discovered and the difficulty of setting up local manufacture of such new products at the high standards needed before further progress had rendered the product or process obsolescent. Exports of British pharmaceuticals represented 15·8 per cent. of the total (chemical) exports compared with West Germany's 8·8 per cent. It was possible therefore that while British markets for chemicals as a whole were not the most satisfactory markets today, the distribution of our exports between different products was more favourable in the sense that there were larger proportions of those chemicals in which world trade was likely to expand.

Mr. Chambers concluded: "I think we should aim, if possible, at a substantial expansion of exports to countries behind the Iron Curtain because of the growing needs of their capital and consumption industries; and increased exports to all those miscellaneous markets which lie outside the United States, Western Europe and the sterling area, which in total can provide a good insurance against the hazards in the major markets to which at present we are inclined to devote most of our attention."

# QUEST FOR NERVE TRANSMITTERS

## Edinburgh evening meeting hears of "cerebellar excitatory factor"

THE third meeting of the 107th session of the Pharmaceutical Society's Scottish Department was held in Edinburgh on February 18, Mr. J. B. Grosset (chairman) presiding.

THE CHAIRMAN said that DR. J. CROSSLAND, a Rockefeller and Beit Medical Research Fellow at the University of Cardiff, had been a lecturer in physiology at the University of St. Andrews for the past six years. He had spent some time at the Montreal Neurological Institute of McGill University, Montreal, in 1954 and expected to return there for a further six months during 1959.

Dr. Crossland's address was on—"The Quest for New Transmitter Agents in the Central Nervous System." Afterwards he answered questions.

### Pharmacist Collaborator

Dr. Crossland said that, in work carried out in St. Andrews, he had had the invaluable assistance of a pharmacist (Dr. Jean Garven, F.P.S., now Mrs. Doyle) who was supported financially by the Scottish Hospitals Endowment Research Trust and by the Pharmaceutical Society of Great Britain. He was happy in acknowledging in public his debt to the Society.

The biggest single problem confronting medical science today, said Dr. Crossland, was that of mental disease. While it was true that new methods of physical treatment (leucotomy, convulsive therapy and chemotherapy) had had some striking successes, even their most enthusiastic advocates would admit that those therapeutic measures were largely empirical. It should be unnecessary for him to labour the point that the explanation of all activities of the mind must be sought in the brain. That organ, a soft and not very attractively shaped mass, contained no fewer than 100,000 million cells, or neurones, all basically of the same type and all operating "on the simple all-or-none system." That was, that at any given moment any neurone was either conducting a nerve impulse or it was not. A nerve impulse starting in one cell could traverse an infinite number of pathways, the one actually chosen being determined by the previous history of the brain and the circumstances of the moment. It was easy to see how that complex fabric could determine such variability of behaviour among different individuals, and at different times in the same individual, as it did. Complex though brain activity was, it was likely that the mechanism whereby the impulse in one neurone was transmitted to the next was the same throughout the brain. It was with the basic process of transmission from neurone to neurone that he wished to deal.

According to the hypothesis of chemical transmission, an impulse, when it reached the end of a nerve fibre, liberated a minute jet of "transmitter substance," which stimulated the next cell in the chain (neurone or muscle fibre) to discharge an impulse. The transmitter was then removed from

the cell (either by enzyme action or by some other process), leaving it ready to accept another jet of transmitter substance and thus to carry another impulse. In the central nervous system the mechanism of transmission was now accepted as being chemical in type, though the evidence for that view was not as yet so impressive as for chemical transmission at other sites. Chemical transmission in the brain raised the possibility that abnormalities of mental functioning might be due to abnormalities of metabolism of its transmitter substances. Mental disease might thus become a matter of its biochemistry, and its cure a pharmacological problem.

The transmitters involved had not been completely identified. Acetylcholine was certainly one of them, but it was equally clear that that substance could not be the transmitter at all central synapses. There seemed to be a tendency for fibres which liberated acetylcholine (cholinergic fibres) to alternate with those which did not (non-cholinergic fibres), but the exceptions were many. It was necessary to postulate the existence of inhibitory transmitters which enabled a nerve cell to prevent another from firing. Recent experiments in Canada had led to the isolation of one such transmitter and to its identification as gamma-amino-butyric acid.

Interest in two other possible transmitters had arisen from experiments on the brain itself rather than on extracts of sensory nerves. They were 5-hydroxytryptamine and Sympathin. Some tranquillisers and hallucinatory agents seemed to be compounds that respectively released or blocked the action of 5-hydroxytryptamine and, since their administration was followed by profound mental changes, it was not surprising to attribute those changes to interference with 5HT metabolism. Even if that were so, it did not necessarily follow that 5HT was involved as a transmitter substance. It was Dr. Crossland's belief that the substances he had named were not the transmitters, though all doubtless played important rôles in the central nervous system.

### A New Approach

He and his co-workers had decided to attack the problem in a different way. During some experiments on the acetylcholine content of different areas of the brain, they had been struck by the fact that the cerebellum, a large part of the brain which co-ordinated muscular movement and helped to maintain posture, contained little acetylcholine in comparison with the amount found in the rest of the brain. If nervous transmission in the cerebellum were chemical in type, it was reasonable to suppose that it might contain a more-than-average concentration of the non-cholinergic transmitter substance, and that one of the properties of that substance might be to stimulate the cerebellum. They had therefore studied the effect of injecting into the cerebellum crude extracts of different

parts of the brain and of other substances of pharmacological interest. They had found that a crude extract of 20 mgm. of cerebral hemispheres caused a well marked increase in cerebellar activity. The excitatory action of the extract could be abolished by brief boiling with alkali, a treatment that was known to destroy acetylcholine, so they had concluded that the excitatory action was due to its contained acetylcholine.

With extracts of cerebellum, however, a different picture emerged. An extract of 20 mgm. increased the electrical activity of the cerebellum in the same way as it did extracts of other parts of the brain, but the excitation was not due to acetylcholine. They therefore concluded that the cerebellum contained a substance similar to acetylcholine in its stimulating action on the electrical activity of the cerebellum, but dissimilar in being alkali-stable. They had provisionally called it CEF (cerebellar excitatory factor) but had not yet been able to identify the active material. They had been able to determine some of the main chemical characteristics of CEF. It was a dialysable, low-molecular-weight compound, and it seemed to be basic in nature. It could, perhaps, be a di- or tri-peptide.

MR. H. H. CAMPBELL, Edinburgh, asked if there was evidence whether CEF (cerebellar excitatory factor) was expendable. DR. CROSSLAND replied that CEF triggered off a reaction and was probably expended in the process. Asked what, in view of the experiments in which injection into the blood stream had been used, the probable route of administration would be if applied in the treatment of human beings, Dr. Crossland said that they had not yet got to the length of considering how it would be administered.

PROFESSOR J. P. TODD, Glasgow, asked for information regarding the purity of the cerebellum extracts used. He wondered whether, if the dose were doubled, the response would be doubled also. The reply was that, if the dose were doubled, the response would be blocked. The extracts used were purified so far as possible by treatment by solvents, by dialysis, etc. They were pharmacologically pure, but no doubt were still impure chemically.

MR. A. W. PATTERSON, Edinburgh, asked why a tape recorder had been used in addition to the usual electroencephalograph and received the reply that, in experiments of that type, the eyes were fully employed, and anything which transferred some of the work to the ears was an advantage. In addition, a great deal of paper was used up by the electroencephalograph and the tape recorder was much more economical in space.

MR. LIGHTOWLER, Edinburgh, asked why, if the cerebellum responded to the administration of histamine, it was not stimulated by the blood histamine. DR. CROSSLAND thought that the correct answer was that the histamine, being injected high up in the carotid artery, produced a higher concentration in the

region of the cerebellum than was produced by the normal distribution of histamine in the blood.

DR. F. J. ELLIOTT, Edinburgh, mentioned the system by which acetylcholine is synthesised in the body by choline acetylase and broken down by choline esterase. He also pointed out that the action of choline esterase could

be prevented by eserine. He asked whether any substance similar in action to those compounds had been found during Dr. Crossland's investigations on CEF. Dr. Crossland knew nothing of any such synthesis or potentiation of CEF but said there was some evidence of an enzyme that destroyed it.

DR. F. J. ELLIOTT, Edinburgh, pro-

posing a vote of thanks, said the amount of research Dr. Crossland had done was remarkable considering that he was not a full-time research worker but had to spend much time lecturing.

MR. J. L. PATERSON, Glasgow, seconding, hoped Dr. Crossland would be addressing them again in a few years' time to say what CEF really was.

## RETAIL CHANGES DURING THE NEXT TEN YEARS

### A forecast at retail management conference

"BY 1969 [retail] trade will have risen by about 90 per cent." was one of the forecasts made by DR. J. BAXTER (Market Potentials, Ltd.), in an address "Changes Over The Next Ten Years," at a Retail Management Conference organised by the British Institute of Management at Harrogate on March 11. Dr. Baxter began by reviewing the information yielded by the Censuses of Distribution carried out in 1950 and 1957.

Retail sales rose by 53 per cent. between 1950 and 1957. Retail prices, on average, rose by rather more than 42 per cent. Thus the physical volume of merchandise handled rose by only about 8 per cent. The results varied with the different sections of trade. When those trends are compared with the rise in the numbers employed of nearly 7 per cent. and with a total rise in the wage and salary bill for the distributive trades as a whole—including wholesale trade—of more than 70 per cent., it is seen that the productivity of labour generally in retailing has risen hardly at all over the past seven years. A major objective in the next ten years in retail trade must be to find means of raising that productivity and of reducing labour costs.

#### Continued Trend

While total sales rose by more than 50 per cent. between 1950 and 1957 the number of shops fell slightly. Continuing the trend now established for many years, the multiple organisations showed the greatest overall rise in sales; the Co-operative societies rather more than held their own; while the independent traders continued to lose ground. That loss of ground was most marked in the non-food trades. The volume of merchandise handled per employee hardly changed between 1950 and 1957. There were two outstanding developments during the period—self-service and mail-order business. Summing-up the trends between 1950 and 1957, Dr. Baxter stated that retail sales in general expanded during that time but that, owing to price changes, the increase in volume was comparatively small. Employment rose and became much more costly; sales per employee hardly changed in real terms; the multiples continued to expand more rapidly than other organisations; there were substantial advances in self-service and in mail-order business; and information about costs was scanty but they had risen substantially. Dr. Baxter emphasised the assumptions upon which his estimates for 1969 were based. They were that there will be no major war during the interval; that, whatever Government is in power, a primary objective

of policy will be to maintain a high and stable level of employment (on average he assumed a much lower level than at present); that another major objective would be to hold back inflation. He thought prices would rise but expected the rate of increase to be slower than in recent years; that a balance-of-payments crisis would be avoided; and that there would be no reimposition of restrictions of consumer spending.

Regarding the general economic position in 1969, Dr. Baxter expected that the national income would have about doubled by then in terms of current prices; that personal incomes from employment would rise faster than either incomes from investment or from rent and self-employment. That was of importance to the retailer, as it meant a change in the relative importance as buyers of the different types of customer he could expect to find in his shop.

The total spending on goods and services would also about double itself. The proportion going to retail trade would rise at a rather slower rate than that, and should be about 90 per cent. higher in 1969 than in 1958.

Thus, so far as cash takings were concerned, the prospects for retail trade as a whole seemed good. Within the general total there would be changes in the pattern of spending, and in the relative importance of different major groups of merchandise.

The better relative progress of the multiples would continue, with the Co-operative societies coming a little behind and the department stores and the independent traders, while making good progress in total sales, showing rates of increase below the average. "That is not to say that there will not be problems facing the retailer in the future, I think, in fact, that his life will get tougher and tougher."

#### More Price Cutting

Discussing the problems that will face the retailer in ten years' time he said that some of them were already looming on the horizon; they fell into certain main groups: competition, location, method of sale, merchandise, costs, productivity of labour, and administration. During the past two years real competition had developed in the retail field. It would grow in intensity, and price-cutting was one aspect of it. That was likely to grow increasingly common, following a change in the attitude both of the general public and of retailers and manufacturers.

Competition between the main types of retail organisation—multiples, independents, Co-operative societies and department stores, was also growing. So

far conditions had favoured the bigger organisations, especially the big chains, which had been able to plan production, to place large orders so as to get price advantages, and to spend substantial amounts of money on modernisation to attract customers to their premises.

There were now clear signs, however, that the independent shopkeepers were beginning to find part of the answer. The growth of voluntary buying organisations was the start, especially in the grocery field. That trend would continue and gain in importance. There would probably be developments in the Co-operative movement. Growing congestion in the main shopping centres, the growing tendency for housewives to continue at work after marriage, and other forces, were all acting in favour of neighbourhood shopping. Already there were signs that new stores might develop on the fringe of large areas of population.

#### A Long Way To Go

Self-service was growing rapidly, but still had a long way to go. It could be expected that about half of the food trade would be organised on self-service lines by 1969. The methods were moving into other fields, and would add considerably to the competition other traders would feel. There would be a big extension of self-selection, fostered by packaging techniques and high labour costs. Growth in mass purchasing power would increasingly need the development of methods of mass distribution to satisfy it and encourage the further growth of large chains.

It could reasonably be assumed that, by 1969, some form of Free Trade Area in Western Europe, including Great Britain, would be in being. That would mean that retailers would find the range of choice of merchandise considerably widened. There would also be international development by individual firms. Some Continental firms would be operating in this country. That trend would again tend to intensify competition. "Costs are a constant headache and will continue to be."

Dr. Baxter expected that by 1969 retail trade would be approaching the standards of the engineering and other industries in the use of research and planning to keep down costs and to improve efficiency and raise sales. Labour costs must be reduced, partly by the increasing use of mechanical and electronic aids and by rationalising the layout of stores.

"Retailing," the speaker concluded, "will always be an essential part in the modern economy—it is a major factor in the cost of living—retailers must find

the answer in reducing costs and raising efficiency. Part of the answer will have been found by 1969."

### Efficiency by Simplification

The story of a campaign against complicated systems and wasteful practices was told by MR. M. J. GLENN (head of the personnel group, Marks & Spencer, Ltd.). Although administrative procedures used by his company were, he said, probably as good as any in the country, the board made a determined effort to simplify organisation. There had been a growing awareness of the evils of excessive paper work, wasteful practices and useless statistics. Paper increased because people tended to avoid personal contact; wasteful practices arose from the failure to apply common sense to systems and methods. Mr. Glenn suggested that perhaps the greatest evil was the growth of statistics, because management too often encouraged that growth in the belief that statistics illuminate the business and that the more statistics the better the management control. The board of his own company, having decided to adopt its new policy, issued a firm directive that everybody, from the top executive down to the most junior supervisor, should take vigorous action to stop wasteful practices, the directors emphasising that the policy was not an economy campaign. There were to be no foolish savings, and standards were not to be lowered. One of the first attacks was on the system used in providing merchandising information from the stores. It was found that, instead of a detailed system of recording stocks and sales and requirements, short summaries were adequate. "The price of perfection is prohibitive," declared the speaker. By action taken in that and similar fields "the paper" thrown out by the company amounted to about 22 million pieces per year.

Simultaneously recruitment of staff was suspended for, as simplification increased, fewer staff were needed to operate the system. People were redeployed from unproductive to productive work. At the present time the company was achieving a larger turnover with around 20 per cent. less staff than were employed three years ago.

Another guiding principle was that people could be trusted. Once that was recognised a "whole host" of accountancy checks and cross-checks could be thrown aside, the necessary degree of management control being achieved by occasional spot-checks.

MR. W. G. McCLELLAND (managing director of a local grocery multiple) contributed a paper on "Pricing for Profit" in which he said that new developments were working their way through the distributive structure. Labour had become more expensive. The gap between cost of minimum service and the cost of high service to the customer had widened. Consumers were more mobile—not only physically but from having the advantages of telephones and suburban transport. The principal characteristic of trading in the past, so far as a pricing policy was concerned, had been that the typical retailer had a monopoly of his position. As a result, if his price was a little

above another's, he did not lose all his trade forthwith. That characteristic situation was being modified, and the result would be better value for the consumer and lower profits for the retailer. Innumerable functions that used to be exercised by the retailer were being transferred to the manufacturer. "The handling of goods in retail shops of different trades has become more and more similar, until the *raison d'être* for many of the old distinctions between trades has disappeared." In future, goods would be segregated not by their origin but by their consumer characteristics and service content. Frequency of purchase was the most important consumer characteristic, serving to separate foods, and along with them household consumables, from "consumer durables" of high unit value, such as furniture. The former could be stocked by the supermarket.

### An Art

The retailer had two separate problems: how to maximise traffic through his shop and how to maximise profit on that traffic. The standard strategy to increase traffic was to draw the people in by setting really low prices on a limited number of lines. Leading the customer on to purchase more than she first intended, and to be glad she did so, was an art more than a science, and the right price depended not only on the article but on its position in the shop. A cardinal principle in business was to try to work to capacity. There were a lot of inescapable costs, but the higher the sales over which they could be spread the better the value that could be given and the greater the profit. Pricing policy depended on whether the retailer needed to build up to capacity. If he did, he had to decide if he was getting the traffic required or not selling enough to it. If the latter, he would probably need a wider range of bargains. Sales of many articles depended on the volume of traffic past the goods, and not on their price. If their price were high, then the goods might be bought on one occasion but the retailer would be pushing custom over to his competitors in the long run. If the price was low but not noticeably so, all that happened was that the retailer was losing profit he might otherwise have had.

Mr. McClelland believed the independent retailer was often already embracing several trades and to that extent was "in line with the future." But his trade was likely to decline as customers became more mobile and main-street prices came down. The independent trader might be right to keep his prices high, because he could not increase his trade much by lowering them, and some people would still pay for the convenience of finding him just round the corner. He believed the Independent Commission's findings on the Co-operative movement had strengthened the hand of the progressive societies and was likely to make the movement as a whole more competitive, taking advantage of its generally lower costs to offer some keen price competition. The multiples showed the fastest adaptation to the new circumstances. There was no doubt about the future of the multiples.

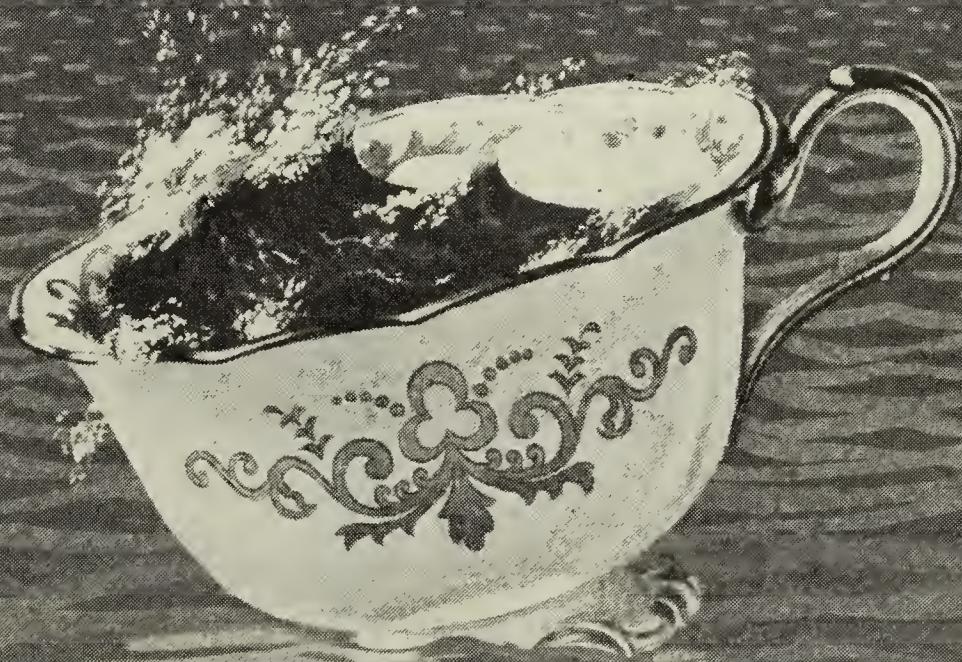
as a whole. The only question was which would fall by the wayside.

During question time MR. W. K. OLIVER (general sales manager, Boots Pure Drug Co., Ltd.) said there was a difference between cutting the prices of cauliflowers and cutting the prices of branded articles. He believed it was better to have standard prices for standard articles and he recommended that consideration should be given to supporting such manufacturers as those of the Beecham Group who had been active in enforcing price maintenance. When other speakers suggested that price maintenance was not to the benefit of the country or the housewife, MR. OLIVER replied that prices were cut, not in the interests of the country or the housewife, but merely to "collar the other fellow's trade." MR. C. J. HARVEY (E. Moss, Ltd., Chemists, Feltham) said it was his experience that grocers looked to another trade, where profit was higher, to extend their business. He cited the selling of face tissues. DR. J. B. JEFFREYS retorted that nobody had laid down who should sell what. Each individual had to decide if he would or would not "maximise" his profits by "scramble" merchandising. MR. McCLELLAND asked "Why stop poaching? If the housewife prefers to do without the specialist's services why should she not buy the face tissues more cheaply?" MR. CYRIL HOWE (representing the Photographic Dealers' Association) pointed out that many cuts in prices were the result of inferior qualities, and the purchaser was not always in a position to assess the quality of the goods. Many speakers were vociferous against the fixing of minimum retail prices, MR. McCLELLAND stated that the customer and not the manufacturer should be allowed to be "sovereign."



**PARTING GIFTS:** When Mr. John Adnum resigned his position as publicity manager of Burroughs Wellcome & Co. (the Wellcome Foundation, Ltd.), London, N.W.1, his former colleagues presented him with a candelabrum and a scroll containing many signatures. Mr. Adnum, who in February took up a new appointment as publicity and market-information manager of the Distillers Co. (Biochemicals), Ltd., is a member of the executive committee of the Incorporated Society of British Advertisers, and in the past has taken an active part in the work of the Institute of Packaging.

Infections become  
just a storm in a teacup



with **A CHROMYCIN<sup>®</sup>**

BUFFERED TETRACYCLINE

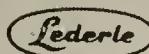
\* REGD. TRADEMARK

CAPSULES: 250 mg. Bottles of 16, 100 and 1,000

SYRUP: Each teaspoonful (5 cc.) contains 125 mg. tetracycline HCl. Bottles of 2 fl. oz. and 16 fl. oz.

PEDIATRIC DROPS AQUEOUS: Each cc. contains 100 mg. tetracycline—approximately 5 mg. per drop. Plastic dropper-type bottle of 10 cc.

**Within minutes . . . High blood levels for hours**



LEDERLE LABORATORIES  
a division of  
CYANAMID OF GREAT BRITAIN LTD. London W.C.2



**NEW FROM PEARS**

# First baby powder with Roccal\*

You yourself well know the remarkable properties of Roccal. Now it's in Pears Baby Powder. New Pears is just as safe, gentle, fragrant and soothing as other baby powders, but thanks to Roccal, it has *far* greater protective and prophylactic powers. It is effective against a wide range of skin organisms and in particular it destroys the bacteria that cause Ammonia Dermatitis. It's an extremely effective body deodorant too.

\*Active Ingredient: 0.2% Benzalkonium Chloride.

**2/-**  
RETAIL



## THIS IS HOW WE'RE BACKING NEW PEARS BABY POWDER

- \* Impressive double page and whole page ads. in all the most widely read mother-and-baby magazines.
- \* Special advertising to nurses and midwives.
- \* Attractive display material for your shop.

## MAY WE COUNT ON YOUR SUPPORT?

Your advice as a chemist counts for a very great deal, and by recommending this remarkable new powder to your customers, you will be rendering them a service.

### STOCK

**PEARS baby POWDER**

## TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, MARCH 18: Prices for CAFFEINE and its salts were reduced by one manufacturer during the week. The B.P. ALKALOID is now quoted about 3s. per kilo lower at 35s. 3d. per kilo for 50-kilo lots.

Demand for SULPHONAMIDES has eased off and whilst prices in the home market are well maintained, competition in the export field is strong.

The Board of Trade is considering an application for the imposition, under the Customs Duties (Dumping and Subsidies) Act, 1957, of an anti-dumping duty on pentaerythritol containing not more than 20 per cent. by weight of di-pentaerythritol imported from Canada.

With several manufacturing houses taking stock as their financial year end approaches, there was a further decline in inquiry for CRUDE DRUGS. Holders of B.P. TOLU BALSAM were quoting lower prices for spot supplies, though little business ensued. Among SPICES African GINGER was easier in both positions but PEPPERS, after first easing, became firmer and showed a gain over the previous week. TURMERIC fell by 5s. per cwt. on the spot. MENTHOL continued to advance with 59s.-60s. quoted for the small stocks of Chinese left on the spot; there were still no offers for shipment. Brazilian material also tended upwards and shippers were reluctant to offer for early delivery. AGAR was considerably dearer for shipment, the price of 10s. per lb. comparing with 8s. 10d. recently. Shipments of SENNA from Tunicorin during the month of February are given below:

	U.K.	U.S.	EUROPE
SENNA	Tons	Tons	Tons
LEAVES	10	6	112
PODS	5	—	7

Among ESSENTIAL OILS Formosan CITRONELLA was one penny per lb. dearer for shipment at 3s. 9d. and Brazilian PEPPERMINT sixpence dearer at 8s. 6d. LEMONGRASS continued its downward trend, the loss on the week being three-halfpence per lb.

### Pharmaceutical Chemicals

AMMONIUM ACETATE.—1-cwt. lots of B.P.C., 1949, are quoted at 4s. 5d. per lb.

AMMONIUM BICARBONATE.—The B.P. powder is £50 5s. per ton; CARBONATE is £81 10s. for lump and £85 10s. for powder, all delivered terms.

AMIDOPYRIN.—Minimum rate is 22s. 5d. per lb. with usual differentials for smalls.

AMPHETAMINE.—One to 10-kilo lots are: BASE, from 140s. to 160s. as to quantity; SULPHATE is 110s. to 130s. and d-AMPHETAMINE SULPHATE, 40s. to 420s. for similar quantities.

AMYLOBARBITONE.—B.P.C. is 77s. 6d. per kilo for minimum 25-kilo lots and SODIUM, B.P.C., 87s. 6d. per kilo.

BARBITONE.—Rate for less than 50-kilo lots is 53s. 6d. per kilo. The SODIUM derivative is 56s. 9d. per kilo.

BARIUM SULPHATE.—250-kilo lots of B.P. (x-ray) are now 3s. 3½d. per kilo.

BENTONITE.—Offers of B.P. material are about £70 per ton as to quantity.

BRUCINE.—ALKALOID and SULPHATE in 100-oz. lots is now 7s. 3d. per oz.

POTASSIUM ACETATE.—(Per lb.) 1-cwt. lots, 3s.; 5-cwt., 2s. 8d.; 10-cwt., 2s. 6d.

POTASSIUM BICARBONATE.—B.P. powder is 110s. per cwt. 1-4-cwt. lots and 105s. per cwt. for 5-cwt. and over.

POTASSIUM BROMATE.—In 5-cwt. lots the price being asked is 5s. 3d. per lb.

POTASSIUM CHLORIDE.—In 1-cwt. lots B.P., is 1s. 6d. per lb.

POTASSIUM HYDROXIDE.—B.P. sticks are from 6s. 8d. per lb. and pellets, 5s. 1d.; technical flake, 1s. 4d.

POTASSIUM 8-HYDROXYQUINOLINE SULPHATE.—1 kilo is 47s. 1d. and 50 kilos, 44s. per kilo.

POTASSIUM NITRATE.—Pharmacopelial quality is 100s. per cwt. (crystal or powder) in 1-cwt. lots.

POTASSIUM PERMANGANATE.—Current rate for B.P. material for 1-cwt. lots is 1s. 11d. per lb. Technical is 204s. 6d. per cwt. and £193 10s. per ton.

POTASSIUM QUADROXALATE.—One-cwt. lots are 3s. 6d. per lb.

POTASSIUM SULPHATE.—One-cwt. lots are from 1s. 2d. to 1s. 3d. per lb.

POTASSIUM THIOCYANATE.—One-cwt. lots are 5s. 6d. per lb.

RESORCINOL.—1-cwt. lots are now quoted at 13s. per lb. by manufacturer.

ROCHELLE SALT.—Rates (per cwt.) for powder or granulated material are as follows:—In 5-cwt. lots or over, 200s. per cwt.; 1-cwt., 202s. 6d. SEIDLITZ POWDER, ordinary strength is 170s. 6d. per cwt. in 1-cwt. lots; smalls, from 2s. to 2s. 3d. per lb. Extra strong is 172s. 6d. per cwt., and from 2s. 1d. to 2s. 4d. per lb. for small quantities. Double-strength is 180s. per cwt.; smalls, 2s. 2d. to 2s. 5d. per lb.

SALICYLIC ACID.—Prices are now: 5-cwt. lots in bulk, 3s. 0½d. per lb.; 1-cwt. 3s. 2½d.

SALOL.—Quotations for B.P.C. are about 9s. per lb. for 1-cwt. lots.

STRYCHNINE.—Per oz.; ALKALOID, crystals, 8s. 3d. HYDROCHLORIDE, 8s. 4d.; SULPHATE, 7s. 3d.; NITRATE, 8s. 9d., all for 100-oz. lots in free containers.

SULPHACETAMIDE.—Quotations (per lb.) for 1-cwt. lots are 24s. 6d. The SODIUM derivative is 30s.

SULPHAGUANIDINE.—Manufacturers' rates for 1-cwt. lots are about 11s. per lb.

SULPHANILAMIDE.—Manufacturers' rates for 1-cwt. lots are 6s. per lb.

SULPHATHIAZOLE.—Price (per lb.) for 1-cwt. lots is 16s. 9d.

THEOPHYLLINE.—50-kilo lots: ALKALOID ANHYDROUS, 37s. 6d. per kilo and B.P. 35s. 9d.; AMINOPHYLLINE, 35s. 3d. per kilo.

### Crude Drugs

ACONITE.—Spot supplies of Spanish *nepellus* are 2s. 6d. per lb.

AGAR.—Kobe No. 1 is 10s. 6d. per lb., duty paid; new-crop for shipment, 10s., c.i.f.

ALOES.—Cape prime on the spot is 220s. per cwt. and for shipment, 195s., c.i.f. Curaçao, 495s., spot.

ARECA.—Sound nuts 1s. 6d. per lb., spot.

BALSAMS.—Quotations per lb. are:—CANADA: Spot, 23s. COPAIBA: Para from 7s. 6d., duty paid. PERU: Scarce at origin. Spot, 10s. 3d. in bond. TOLU (genuine as imported): 17s. 6d., spot and 16s., c.i.f.; B.P., 15s.

BELLADONNA.—Herb is 8s. 3d. per lb. on the spot. Root is 1s. 6d. spot; shipment, 1s. 3d., c.i.f.

PHENOBARBITONE.—Under 50-kilo lots are 50s. per kilo and SODIUM, 55s. 6d.

PENTOBARBITONE SODIUM.—Minimum 25-kilo lots are 125s. per kilo.

PETHIDINE HYDROCHLORIDE.—B.P. 100-gm. lots, 100s. Subject to D.D.A. Regulations.

POTASH SULPHIURATED.—Lump, B.P.C., is 2s. 4d. per lb. in 1-cwt. lots.

**BENZOIN.**—Sumatra block on the spot is £22 to £28 as to quality. Shipment not offering.

**BUCHU.**—Spot rounds are 6s. per lb. and new-crop for shipment, 5s. 4½d., c.i.f.

**CALAMUS.**—Root is quoted at 1s. 4d. per lb., c.i.f.

**CAMPHOR.**—B.P. POWDER is from 4s. 3d. per lb., duty paid. TABLETS, ¼-oz., are 5s. 6d. in bond.

**CAPSICUMS.**—East African are from 140s. to 175s. per cwt. on the spot.

**CARDAMOMS.**—Aleppo greens, spot, 14s. 6d. per lb.; forward shipment, 12s. 6d., c.i.f. Seeds, spot, 24s., shipment, 19s. 6d., c.i.f.

**CASCARA.**—Spot 1958 peel, 225s. per cwt., shipment, 200s., c.i.f.

**CASSIA LIGNEA.**—Spot, whole 270s. and shipment, 255s., c.i.f.

**CHERRY BARK.**—Thin natural is 1s. 5d. per lb., and rossed is 1s. 11d.

**CHILLIES.**—Spot Mombasa are 170s. per cwt. and Zanzibar, 225s.

**CINNAMON.**—Ceylon for shipment (c.i.f.) per lb.; OOOO, 6s. 7½d.; OOO, 6s. 5½d.; OO, 6s. 4d.; seconds, 4s. 9½d.; featherings, 2s. 1d.; quillings, 3s. 11d.; chips, 1s. 1d.

**CLOVES.**—Zanzibar on the spot are 3s. per lb.; shipment, 2s. 8d., c.i.f.

**COCHINEAL.**—Silver-grey Peruvian on the spot from 5s. 6d. to 6s. 3d. as to quantity; Canary Isles black-brilliant, about 17s. 9d.; silver-grey, 15s., spot.

**COCILLANA.**—Bark is 1s. 8d. per lb. on the spot.

**COLOCYNTH PULP.**—Spot, 3s. per lb.; shipment, 215s. cwt., c.i.f.

**DIGITALIS LEAF.**—Purpurea from 1s. 2½d. to 2s. 7d. per lb., c.i.f.

**ELEMI.**—Spot from 1s. 10½d. per lb.

**FRANGULA.**—Spot is 105s. per cwt.

**GENTIAN.**—Spot: French, 170s. per cwt.; Jugo-Slavian, 152s. 6d.

**GINGER.**—African, 125s. per cwt. spot and 127s. 6d. (new crop), c.i.f. Jamaican No. 3, spot, 260s. and shipment 250s., c.i.f. Cochin spot quoted 135s.

**GUM ACACIA.**—Kordofan cleaned sorts are 135s. per cwt. on the spot; April-May shipment, 128s., c.i.f.

**HENNA.**—Indian 80s. per cwt., ex wharf; shipment, 70s., c.i.f.

**HONEY.**—Australian light-amber is 105s. to 110s. and medium amber 100s. to 105s. Argentine, 115s. to 120s.; Jamaican 120s. to 125s.; New Zealand clover, 170s., nominal; all per cwt. on the spot.

**HYDRASTIS.**—Spot 28s. per lb.

**IPECACUANHA.**—Shipment March-April (c.i.f.) Matto Grosso, 51s. 6d. per lb.; Colombian, 53s. 6d.; Nicaraguan, 67s. 6d.

**KARAYA.**—No. 1 gum on the spot is quoted at 230s. per cwt., No. 2 at 175s.

**KOLA NUTS.**—Jamaican spot market cleared; shipment, 7d. per lb., c.i.f. African 5d. to 5½d. spot and 4d., c.i.f.

**KRAMERIA.**—Root is quoted at 90s. per cwt.

**LANOLIN.**—ANHYDROUS, B.P., is from 170s. to 175s. per cwt. in 1-ton lots and HYDROUS, B.P., 150s., free drums, delivered.

**LIQUORICE.**—Natural root; Persian on the spot is 50s.; for shipment, 42s. 6d., c.i.f., per cwt. Block juice: Anatolian and Chinese, 190s. per cwt., Italian stick from 310s. to 476s. per cwt. Spray dried extract, 3s. per lb.

**LOBELIA HERB.**—Spot offers of American are 3s. 9d. per lb. and for shipment, 3s. 6d., c.i.f. Dutch 3s. 1d., c.i.f. for shipment; spot, 3s. 5d.

**LYCOPODIUM.**—Russian triple-sifted for shipment, 25s. per lb., c.i.f., nominal.

**MACE.**—Whole pale blade 23s. 6d. per lb. on spot.

**MENTHOL.**—Chinese is 59s. to 60s. per lb., duty paid; Brazilian, spot, 35s. 6d., in bond; April-May shipment, 35s., c.i.f.

**MERCURY.**—Price per flask (76-lb.) is £75 on the spot.

**NUTMEGS.**—West Indian 80's 17s. per lb., spot; sound unassorted, 12s. 6d.; defectives, 8s. 9d.

**ORANGE PEEL.**—Scarce. Spot: Sweet ribbon, 2s. per lb.; bitter quarters: West Indian, 1s.; Spanish, 1s. 8d.

**ORRIS ROOT.**—Florentine is 335s. per cwt.

**PAPAIN.**—East African, 20s. per lb., c.i.f., for grade one, spot, 22s. Belgian Congo, 17s. 6d., c.i.f.

**PEPPER.**—White Sarawak spot, 3s. 2½d. per lb., March-April shipment, 3s. 1½d., c.i.f.; Black Sarawak spot, 1s. 10½d., March-April shipment, 1s. 9½d., c.i.f. Black Malabar new-crop for March-April shipment up to 230s., c.i.f. quoted, spot. 240s.

**PEPPERMINT LEAVES.**—Dutch, 2s. 2d. to 2s. 10d. per lb., c.i.f.

**PIMENTO.**—Spot value is 550s. to 560s. per cwt.

**PODOPHYLLUM.**—Emodi: 230s. per cwt., c.i.f., shipment. Peltatum, on the spot, 4s. 3d. per lb.; shipment, 450s. per cwt. c.i.f.

**PYRETHRUM.**—Extract, minimum 25 per cent. w/w pyrethrins, is 75s. per lb. for small lots.

**QUASSIA.**—Shipment offers are at 39s. per cwt., c.i.f.

**QUILLAIA.**—Spot offers of whole bark at 130s. per cwt.; cut, 170s.; crushed, 165s. Whole for shipment, 95s., c.i.f.

**RAUWOLEIA.**—Canescens, 3s. 6d. per lb., c.i.f.; Vomitoria, 2s. 3d., c.i.f.; Serpentina, 6s., c.i.f. asked.

**RHUBARB.**—Chinese small rounds 6s. 4½d. to 6s. 9d. Best grades not available on the spot.

**SAFFRON.**—Spanish is quoted at 200s. per lb.

**SARSAPARILLA.**—Jamaican native red on the spot is 2s. 9d. per lb. Shipment, 2s. 4d., c.i.f.

**SENEGA.**—Spot offered at 14s. 6d. per lb.; shipment 15s., c.i.f., asked.

**SENNA.**—Tinnevelly LEAVES, prime No. 1, 1s. 5d. per lb., f.a.q., No. 3, 10d. PODS: Manufacturing (f.a.q.), 1s. 3½d. and hand-picked, 1s. 9d. to 2s. 2d. Alexandria pods: Manufacturing, offered from 1s. 6d. with hand-picked from 4s. to 6s. 6d.

**SHELLAC.**—F.O.T.N. 177s. 6d. per cwt., F.O. No. 1, 207s. 6d.; fine orange, 215s. to 265s.

**SEEDS.**—(Per cwt.) ANISE.—Spanish, 157s. 6d.; Turkish, 140s., both duty paid.

**CARAWAY.**—Dutch easier at 117s. 6d., duty paid. CELERY.—Indian spot unchanged at 165s.; new crop for shipment, 130s., c.i.f.

**CORIANDER.**—Moroccan, 47s. 6d. in bond; shipment, 43s. 6d., c.i.f. CUMIN.—Iranian, spot, 250s., in bond, and shipment, 250s., c.i.f. DILL.—Indian to arrive quoted at 80s. landed; shipment, 62s. 6d., c.i.f.

**FENNEL.**—Chinese 140s., duty paid. Indian sold at 130s. Indian for shipment, 122s. 6d., c.i.f. FENUGREEK.—Moroccan quoted at 44s., duty paid with no business passing. MUSTARD.—English 125s. to 130s. according to quality.

**STRAMONIUM.**—Indian LEAVES 60s. per cwt., spot. Dutch 0·5 per cent. alkaloid, 94s., c.i.f.

**STYRAX.**—Spot, 27s. per lb., afloat, 26s., c.i.f.

**TURMERIC.**—Madras finger is 80s. on the spot; new crop for April-May shipment, 75s., c.i.f.

**VALERIAN ROOT.**—Spot: Indian (with rootlets) is 130s. and Belgian, 175s. to 195s. per cwt. Dutch (max. 2½ per cent. sand) for prompt shipment, 159s., c.i.f.

## Essential and Expressed Oils

**AMBER.**—Rectified on the spot is 1s. 6d. per lb.

**BERGAMOT.**—Spot supplies are from 86s. 6d. per lb.

**CALAMUS.**—Spot quotations are 62s. 6d. per lb.

**CANANGA.**—Spot is from 42s. 6d. to 45s. per lb.

**CARAWAY.**—English-distilled is offered at 55s. and imported 27s. 6d. per lb.

**CINNAMON.**—From quillings, best English-distilled is 50s. per oz.; other B.P. oils from 165s. per lb. Ceylon, leaf, spot, 11s. 6d. per lb.; shipment, 10s. 10½d., c.i.f., rectified, 15s. per lb.; Seychelles, 6s. 6d., spot.

**CITRONELLA.**—Ceylon, spot is 3s. 9d. shipment, 3s. 5d., c.i.f. Formosan, spot 4s., in bond, shipment, 3s. 9d., c.i.f.

**CLOVE.**—Madagascar leaf, 6s. 10½d. per lb., duty paid; shipment, 6s., c.i.f. Rectified 87-88 per cent., 9s. 6d. Distilled bud oil, English, B.P., 30s. to 31s.

**CORIANDER.**—B.P. oil is quoted from 67s. 6d. per lb.

**CUMIN.**—Quotations for English-distilled oil are about 90s. per lb. and imported, 77s. 6d.

**GERANIUM.**—Bourbon is 112s. 6d. per lb. on the spot and 110s., c.i.f. Algerian, 92s. 6d.

**GRAPEFRUIT.**—Jamaican, 20s. per lb. spot. Californian for shipment, 19s. 8d. per lb., c.i.f. South African, 10s. spot.

**LAVANDIN.**—Spot is from 10s. to 12s. 6d. per lb. for original drums.

**LAVENDER.**—French oil, 40-42 per cent. in 42s. per lb.

**LAVENDER SPIKE.**—Spanish is at 13s. 6d. to 17s. 6d. per lb. for original drums.

**LEMON.**—B.P. grades from 18s. to 30s. per lb. on the spot. Californian for shipment, 25s. to 28s. 6d., c.i.f. Terpeneless, 500s. per lb.

**LEMONGRASS.**—Spot 6s. per lb., and shipment, 5s. 9d., c.i.f.

**OLIVE.**—French is 20s. to 21s. per gall. on the spot, for B.P. quality. For shipment, North African £205-£210 per 1,000 kilo, c.i.f. Spanish, £213 per 1,000 kilo, f.o.b.

**ORANGE.**—Spot quotations of sweet oil include Floridan at 7s. 6d. per lb.; Californian, 10s.; West Indian, 10s.; West African, 19s.; Israeli, 12s. 6d. For prompt shipment, Californian cold-pressed U.S.P., 10s. 9d., c.i.f.; distilled 5s., c.i.f. Terpeneless is 200s. per lb., spot.

**PEPPERMINT.**—Arvensis: Chinese is 27s. per lb. spot nominal; shipment not offering. Brazilian, 8s. 6d. spot, and 8s. 4d. c.i.f. Formosan, 16s. 6d., spot; March-April shipment, 16s., c.i.f. Piperita: Italian "Mitcham-type" from 42s. 6d. to 50s.; American 27s. 6d. to 30s., as to origin.

**SANDALWOOD.**—Mysore offered from 82s. 6d. to 85s. per lb. as to source. East Indian, 82s. 6d., spot.

**SPEARMINT.**—Offers of U.S.P. grade are from 37s. 6d. to 42s. 6d. per lb., spot. Chinese, 27s. 6d., spot and 25s., c.i.f. per lb. nominal.

**YIANG YLANG.**—Spot is from 32s. 6d. to 46s. per lb. as to grade.

## UNITED STATES REPORT

**NEW YORK, MARCH 17:** Some weakness in ANTIBIOTICS and HORMONES has now developed. Among CRUDE DRUGS there were declines in TOLU BALSAM to \$2·30 (down 15 cents a lb.), and in PAPAIN to \$7·00, down 75 cents.

Spot prices for EUCALYPTOL were soft, easing to \$1, or 10 cents below former levels. ESSENTIAL OILS were generally unchanged.

## WORLD TRADE

**Pakistan Licences Revalidated.** — The Pakistan Government has revaluated frozen and unused licences for drugs and medicines of all sorts (including raw materials for the pharmaceutical industry); saccharin; medical appliances; glucose; and gelatin capsules.

**Australian Customs Tariff Simplification.** — A simplification of the Australian customs tariff by redrafting it on internationally accepted lines is to be undertaken, the Minister for Customs and Excise, Senator Norman Henty, announced on March 11. The reorganisation will not be completed before the middle of 1962 and it is not expected that the review will cause any significant changes in the rates of duty.

**Polio Vaccine Price Cut.** — Parke, Davis & Co., Detroit, U.S.A., have announced a 15 per cent. reduction in the price of its polio vaccine; the seventh price cut since the company began production of its vaccine in March 1956. President Harry J. Loynd said the cut "reduces the cost to less than half the original price." The company declined to give the actual price of vaccine. However, it is understood that present wholesale prices run between \$7 and \$7·50 for a 9-mil vial which contains about nine shots.

**Tax on Soap in Haiti.** — A tax of Gourde 0·15 per kilo is to be levied on soap manufactured in Haiti. A recent decree also provides for the Government control of the distribution of soap through the Government Agency, Regie du Tabac et des Allumettes. The same agency will sell laundry soap and fix quotas for the import of such soap, in agreement with the Ministry of Commerce and Industry. Raw materials for the manufacture of soap and packing materials and cases not available locally may be imported free of duty.

**New Petrochemical Plant in France.** — A new complex of chemical plants has been brought into operation by Société Anonyme des Produits Chimiques Saint-Gobain at their plant at Berre, near Marseille, France, adjacent to the oil refinery of Compagnie de Raffinage Shell-Berre. The new facilities will enable Shell Saint-Gobain, in which the Royal Dutch/Shell group of companies has a 60 per cent. interest, to manufacture Epikote resins and base materials for carbon black and for determining, as well as to expand their range of organic solvents.

**Thailand's Narcotic Requirements.** — The Thai Ministry of Public Health recently announced the quantities of narcotic drugs which will be officially required and which will be permitted to enter Thailand during 1959. The list includes: 120,000 gm. of medicinal opium in powder or 10 per cent. tincture; 3,500 gm. of morphine hydrochloride in powder, injection (strength 0·01 gm. and 0·02 gm. per mil); 6,000 gm. of codeine phosphate in powder and tablets; 3,000 gm. cocaine hydrochloride, powder; 500 gm. dionine, powder; 500 gm. papaverine, powder; 100 gm. methadone, injection; 1,500 gm. of pethidine, injection; 300 gm. Euco-

dal, injection (0·02 gm. per mil); 200 gm. Pantopon, injection (0·02 gm. per mil).

**U.S. Tartar Imports.** — President Eisenhower has turned down two Tariff Commission recommendations to increase United States tariffs on imported cream of tartar and tartaric acid. The President's rejection was disclosed by the White House in letters to Congress and to the Commission explaining his decision. Britain, Italy and Spain are the principal suppliers of cream of tartar to the U.S. market, while Italy, Spain, West Germany and France supply tartaric acid. The acid is used in pharmaceuticals, foods and soft drinks and also in the manufacture of rayon, the dyeing and printing of textiles and in photography. An escape clause inquiry into imports of the two products was begun by the Tariff Commission in April 1958 after the Stauffer Chemical Co., New York City, the only domestic producer of the cream and the acid, complained that imports were injuring its sales and that tariff relief was needed if the company were to remain in business. In the cream of tartar ruling, three Tariff Commissioners, constituting a majority, voted to increase tariffs from the present 3·125 cents to 7·5 cents per lb. In the tartaric acid ruling, five Commissioners recommended that U.S. duties be raised from the present 6 cents to 12 cents per lb.

## TRADE MARKS

### APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," March 11

For all goods (1)

MECUFIX, 784,197, by May & Baker, Ltd., Dagenham, Essex.

For all goods (3)

DOMESTOS, 781,374, by Domestos, Ltd., Newcastle-upon-Tyne, 6.

for all goods in stick form (3)

VENSTICK, 783,838, by William Pearson, Ltd., London, S.W.1.

For pharmaceutical preparations (5)

DIMOTANE, 773,313, by A. H. Robins Co., Inc., Richmond, Virginia, U.S.A.

For x-ray contrast media for use in the gastrointestinal tract, being goods for sale in the United Kingdom (5)

GASTRAPAQUE, 779,100, by Bayer Products, Ltd., Kingston-on-Thames, Surrey.

For nutritional additives containing vitamins of grain germs for addition to foodstuffs and pharmaceutical products (5)

BIOGERM, B779,202, by Multiforsa, Ltd., Zug, Switzerland.

For all goods (5)

RUMAPEL, 781,864, by A. & G. Nicholas, Ltd., Slough, Bucks.

For dental preparations (5)

VIRILON, 782,419, by Virilium Co., Ltd., London, S.W.1.

For pharmaceutical preparations and substances (5)

CARBOSTESIN, 782,848, by A.B. Bofors, Bofors, Sweden.

For pharmaceutical preparations and sanitary substances (5)

PRIMOGERON, 782,952, by Schering, A.G., Berlin, Germany.

For sun glasses and lenses therefor (9)

ULTRAGLAZE, B779,692, by E. R. Holloway, Ltd., Welwyn Garden City, Herts.

For apparatus and instruments all for use in colour photography (9)

COLORFLEX, 780,781, by Agfa, A.G., Leverkusen-Bayerwerk, Germany.

For stands for photographic, cinematographic and television cameras, etc. (9)

MAXIPODE, 782,495, by André Victor Leon Clement Debré, Paris, France.

## WILLS

MR. K. A. BLACK, M.P.S., 15 Sunbury Avenue, Newcastle-upon-Tyne, left £850 (£785 net).

MR. M. DAVISON, M.P.S., 69 Linden Road, Gosforth, Newcastle-upon-Tyne, left £11,270 (£11,166 net).

MR. E. S. FELTHAM, M.P.S., 3 Woodcliff Avenue, Weston-super-Mare, left £3,271 (£3,204 net).

MR. M. I. GREENE, M.P.S., 49 North Road, Droylesden, Manchester, left £5,068 (£2,139 net).

MR. W. T. HAYNES, M.P.S., 16 Dysert Road, Penarth, Glam., left £3,330 (£3,241 net).

MR. H. HOLYOAK, M.P.S., The Square, Ellesmere, Salop, left £7,725 (£4,687 net).

MR. C. A. MOORE, M.P.S., 76 Station Lane, Hornchurch, Essex, left £15,461 (£14,999 net).

MR. C. PARRY, M.P.S., Lowood, Abbey Drive, Rhos-on-Sea, North Wales, left £13,393 (£13,208 net).

MR. C. K. REED, M.P.S., 38 Foster Road, Alverstoke, Hants, left £11,716 (£11,659 net).

MR. H. R. STOCKS, Ph.C., M.P.S., Park Royde, Manor Close, Manor Heath Road, Halifax, Yorks, left £20,609 (£17,186 net).

MR. C. VERNON, M.P.S., 129 Bennetthorpe, Doncaster, Yorks, left £17,001 (£15,902 net).

MR. R. A. WILLIAMS, M.P.S., 14 Ferndale Road, Hall Green, Birmingham, left £16,586 (£16,533 net).

MR. C. A. McC. WRAY, M.P.S., Carnone, Cookstown, co. Tyrone, left £3,668.

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

### Monday, March 23

FINCHLEY BRANCH, PHARMACEUTICAL SOCIETY, Bull and Butcher, Whetstone, London, N.20, at 8 p.m. Flight-Lieutenant J. Roberts on "Escapes from Prison Camps."

GLASGOW PHARMACEUTICAL COMMITTEE, Institute of Chartered Accountants, 220 St. Vincent Street, at 7.45 p.m. Annual meeting.

SOUTH-WEST LONDON CHEMISTS' ASSOCIATION and SOUTH-WEST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Lambeth town hall, Brixton Hill, London, S.W.2, at 8 p.m. "Your presence is requested."

### Tuesday, March 24

FINE CHEMICALS GROUP, SOCIETY OF CHEMICAL INDUSTRY, Teaching Laboratory, Birkbeck College, London, W.C.1, at 4 p.m. Exhibition of laboratory techniques.

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Grand hotel, Sheffield, at 8 p.m. Dr. A. S. Curry on "The Chemistry of Poisoning."

### Wednesday, March 25

GLASGOW AND WEST OF SCOTLAND BRANCH, PHARMACEUTICAL SOCIETY, Masonic hall, Cadzow Street, Hamilton, at 8 p.m. Dr. G. H. Macmorran (resident secretary in Scotland) on "Some Educational Problems," Mr. M. M. McNeill (secretary, Pharmaceutical General Council) on "N.H.S. Dispensing and Remuneration."

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Professor G. E. Trease on "A Thirteenth Century Family of Court Apothecaries."

### Thursday, March 26

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, Board room, Old Council house, Corn Street, at 7.15 p.m. Dr. C. D. Evans on "Some Drug Eruptions."

### Advance Information

BRISTOL SCHOOL OF PHARMACY, Royal hotel, at 7.30 p.m., Friday, May 8. Dinner-dance. Tickets (before April 28) 20s., 35s. (double) from Dinner-dance secretary, School of Pharmacy, College of Technology, Bristol, 7.

INTERNATIONAL CONVENTION ON EUROPEAN PHARMACEUTICAL LEGISLATION, Rome.

Monday, May 4: Switzerland; United Kingdom. Tuesday, May 5: France; Benelux countries. Wednesday, May 6: West Germany, Italy.

## PRINT AND PUBLICITY

### PUBLICATIONS

#### Booklets and Leaflets

BRITISH HYDROCARBON CHEMICALS, LTD., Devonshire House, Piccadilly, London, W.1: British Hydrocarbon Chemicals, Ltd., 1958—a new booklet on the Grangemouth petroleum chemicals plants.

MURPHY CHEMICAL CO., LTD., Wheathampstead, Herts: Murphy MCPA 25, Mepca special MCPA, Dinamene DMMP, Crestol pre-emergence weedkiller (2-p. leaflets).

UNITED KINGDOM GLYCERINE PRODUCERS ASSOCIATION, LTD., 5 Bridewell Place, London, E.C.4: Glycerine data sheet (folder).

#### Price Lists

BROOK, PARKER & CO., LTD., Ashfield, Bradford, 7: Ethical price list, March 1959.

CANNON RUBBER MANUFACTURERS, LTD., Ashley Road, Tottenham, London, N.17: Hot-water bottle price list.

CLARNELL, LTD., Spark Lane, Mapplewell, nr. Barnsley, Yorks: Price list January 1959.

GLAXO LABORATORIES, LTD., Greenford, Middle-



**POSTER:** Duncan, Flockhart & Co., Ltd., 16 Wheatfield Road, Edinburgh, 11, have issued a poster to advertise their Baumol Soap. The poster is in three colours (predominantly blue) and measures 5 ft. x 2½ ft. Copies are available to wholesalers or to retail chemists on request. The poster is already in use on some wholesale druggist's vans.

**SEX:** Antibiotics, corticoid preparations and prednisolone preparations price lists.

1 EDERIE LABORATORIES DIVISION, CYANAMID OF GREAT BRITAIN, LTD., Bush House, Aldwych, London, W.C.2: Retail price list amendment sheets.

#### PRESS ADVERTISING

CUXSON GERRARD & CO., LTD., Oldbury, Birmingham: Carnation corn caps, In national Press.

IMPERIAL CHEMICAL INDUSTRIES, LTD., Pharmaceuticals Division, Fulshaw Hall, Wilmslow, Ches: Savlon antiseptic cream. In *Daily Express*, *Daily Mail*, *Daily Mirror*, *Daily Telegraph*, provincial newspapers, women's magazines, *Family Doctor* and *Mother and Baby*.

Savlon barrier cream. In women's weekly and monthly magazines, *Amateur Gardening*, *Garden News* and *Popular Gardening*.

PEPSODENT, LTD., 449 London Road, Isleworth, Middlesex: Model Set hair spray. In *Woman*, *Woman's Own*, *Woman's Day* and *Woman's Realm*. Harmony hair colorant. In *Modern Woman*, *Woman and Beauty*, *Woman*, *Woman's Own*, *Woman's Day* and *Woman's Weekly*.

RACASAN, LTD., Ellesmere Port, Ches: Racasan. In *Woman*, *Woman's Realm* and *Woman's Weekly*.

ROBERTS WINDSOR, LTD., Windsor, Berks: Roberts Windsor soaps and toiletries. In *Woman*, *Woman's Own*, *Queen, Homes and Gardens*, *Everywoman*, *Housewife*, *Good Housekeeping*, *Woman and Beauty* and regular spaces in national newspapers.

STAFFORD-MILLER, LTD., Hatfield, Herts: Dr. Wernet's powder. In national Press.

WALLACE, CAMERON & CO., LTD., 83 West Regent Street, Glasgow, C.2: Ultraplast alginate

styptic first-aid dressings. In *Sunday Express*.

**Wright's**  
AEROSOLS

PUSH BUTTON WAR ON  
PESTS AND ODOURS

**FREE WITH BONUS ORDER:** Wire display stand for Wright's aerosol products (see C. & D., March 7, p. 246). The stand is sent free with twenty-four-can order (invoiced as twenty-two).

## C. & D. WEEKLY LIST OF PRICES

A = Advanced; R = Reduced; I.R.P. = Inclusive Retail Price; \* = Tax 30 per cent.; † = Tax 60 per cent.

**C. L. BENCARD, LTD.** (from March 9)

Nacton tablets	Each	I.R.P.	
2 mgm.	50	6 8	10 0 A
	250	30 10	46 3 A

**BRITISH SCHERING, LTD.** (from April 1)

Androgeston tablets	20	10 7½	14 2 R
	100	48 3	64 4 R

**PASCALL-KNIGHT, LTD.** (from April 1)

Guavin	3 0 A
--------	-------

**THORNTON & ROSS, LTD.** Following an error in a recent trade Press advertisement the company state that the following are the correct retail prices of their Zoflora preparations:—

standard bottle of concentrate	2 6
spray pack	2 0
junior outfit	3 9
standard outfit	12 6
aerosol	4 6

#### P.A.T.A. LIST

(Alterations notified this week by the Proprietary Articles Trade Association.)

#### ADDITIONS TO THE LIST

**CHESEBROUGH-POND'S, LTD.** Vaseline medicated shampoo\* Gross  
sachet 49 2 7  
Doz. 14 4 2 0

white petroleum jelly\*  
"economy" 32 8 4 6

Pond's dry skin cream†  
small 15 0 2 6

**GLAXO LABORATORIES, LTD.**  
Farex 10 oz. 12 10 1 4  
Ostermilk (Nos. 1 and 2)  
1 lb. 40 0 3 9

**SCRUBB & CO., LTD.** Scrubb's padded top dry cleaner (improved form).

#### NEW PRODUCTS AND PACKS

**ABBOIT LABORATORIES, LTD.** [corrected  
note]  
Compocillin V oral suspension Each  
16 fl. oz. 83 0 124 6

**BOOTS PURE DRUG CO., LTD.** Hydrenox tablets\* Doz.  
100 24 0

**CULLINGFORDS OF CHELSEA** Noddy tooth-paste\* Doz.  
18 2 1 11

**N. H. EASTWOOD** Eastleigh alarm set 157 6  
spare bed mats 30 0

## COMMERCIAL TELEVISION

Programme details are given to enable chemists to put in linking-up displays if they wish. Figures in the columns represent number of appearances of the product during the week.

		March 29—April 4	London	Midland	North	Scotland	Wales	S. E.
Alka-Seltzer	..	1 2 2 — 2 — 2	2	2	2	2	2	2
Andrews liver salt	..	2 2 2 2 2 2	2	2	2	2	2	2
Ashkit	..	— — — — 12	—	—	—	—	—	—
Bristow's shampoo	..	— — — — —	—	—	—	—	—	—
Bronco toilet rolls	..	— — 3 — —	—	—	—	—	—	—
Camay soap	..	2 2 2 3 2 3	2	2	2	2	2	2
Cephos	..	— — — 3 —	—	—	—	—	—	—
Christy's lanoline face pack	2	3 3 3 1 1	1	1	1	1	1	1
Damaskin	..	1 1 — — —	—	—	—	—	—	—
Euthymol tooth-paste	..	1 1 — — —	—	—	—	—	—	—
Formula 21	..	— — 2 — —	—	—	—	—	—	—
Gibbs' S.R. tooth-paste	..	— — — 4 —	—	—	—	—	—	—
Gillette razors and blades	1 1 1 1 1 1	1	1	1	1	1	1	1
Glymiel jelly	..	6 6 6 — —	—	—	—	—	—	—
Horlicks	..	1 2 1 1 1 1	1	1	1	1	1	1
Ibcol	..	2 2 2 2 2	2	2	2	2	2	2
Imperial Leather soap	3 4 4 3 —	3	4	4	3	—	—	3
Iron Jelloids	..	— — — — —	—	—	—	—	—	2
Knight's Castile soap	..	7 7 8 — —	7	7	8	—	—	—
Lanospray	..	1 — — — —	1	—	—	—	—	—
Loxene hair cream	..	— — — 2 —	—	—	2	—	3	3
Loxene medicated shampoo	1 2 1 1 1 1	1	2	1	1	1	1	1
Maclean's tooth-paste	..	1 1 1 1 —	1	1	1	—	—	—
Marigold house gloves	..	1 1 1 1 1 1	1	1	1	1	1	1
Max Factor preparations	2 3 3 3 3 3	2	3	3	3	3	3	3
Milk of Magnesia tablets	3 1 1 3 3 2	3	1	1	3	3	2	2
Milk of Magnesia	..	1 1 — — —	—	—	—	—	—	—
Milpar	..	— — 2 — —	—	—	—	—	—	—
Phillips tooth-paste	..	— — — — —	—	—	—	—	—	—
Phyllosan	..	— — — — —	—	—	—	—	—	—
Pond's beauty products	2 2 2 2 2 2	2	2	2	2	2	2	2
Rinstead pastilles	..	2 — — — —	—	—	—	—	—	—
Sebbix	..	3 1 2 2 —	3	1	2	2	—	—
Shavex	..	— — 2 — —	—	—	2	—	—	—
Silvirkirn hair cream	..	1 1 1 2 2 1	1	1	1	2	2	1
Stergene	..	— — 3 3 —	—	—	3	3	—	3
Suregrip house gloves	..	3 5 3 2 3 3	3	5	3	2	3	2
Tangee lipstick	..	— — — — —	—	—	—	—	—	—
Tru-gel	..	1 2 1 1 —	1	2	1	1	—	—
Valderma	..	2 — 2 4 —	—	2	—	2	4	—
Valrosa	..	— — — — —	—	—	—	—	2	—
Vaseline medicated shampoo	5 5 5 5 5 5	5	5	5	5	5	5	5
Vaseline petroleum jelly	..	1 1 1 1 1 1	1	1	1	1	1	1
Vitapointe	..	— — 2 2 —	—	—	2	2	—	—
Yeast-Vite	..	— — 1 — —	—	—	1	—	—	—
Zubes	..	2 2 2 2 —	2	2	2	2	—	—

#### EVANS MEDICAL SUPPLIES, LTD.

Iodevan	500 mls	6 8	10 0
	2 litres	24 0	36 0

#### ELI LILLY & CO., LTD.

V-Cil-K Pulvules	125 mgm.	5 10	8 9
	100	40 6	60 9
	500	197 4	296 0
	1,000	383 4	575 0
250 mgm.	12	11 0	16 6
	100	80 0	120 0
	500	382 4	573 6
	1,000	763 4	1,145 0

#### PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD.

Phenergan 2·5 per cent.	solution ampoules	1 mil	10
			7 0

#### JANE SEYMOUR, LTD.

White Wonder cosmetic stick with lipstick	composite pack‡	3 0
---	-----------------	-----

#### A. WANDER, LTD.

Wander diabetic chocolate drink	8 oz.	3 0
	16 oz.	5 6

#### WILLIAM R. WARNER & CO., LTD.

Pacatal elixir	4 fl. oz.	56 0
----------------	-----------	------

# Sleep Sweeter **BOURNVITA**



Made by **CADBURY**

## ANNOUNCEMENT

In response to many requests from doctors, we have pleasure

in announcing the addition of

**'PULVULES'** **'V-CIL-K'**

brand PENICILLIN V POTASSIUM \*

They are available in pink capsules containing 125 mg. and 250 mg. Packs and prices are identical with those of Tablets 'V-Cil-K' 125 mg. and 250 mg.

The 'V-Cil-K' range now includes 'Pulvules' 125 mg. and 250 mg. Tablets 60 mg., 125 mg. and 250 mg. Syrup In bottles to make 30 cc. and 60 cc.

\* TRADE MARK

*Lilly* ELI LILLY AND COMPANY LIMITED, BASINGSTOKE, ENGLAND.

**introducing**

# 'SICCOLAM'-B

TRADE MARK

a new cosmetically acceptable paste with modified dehydrating properties

**PRICES**

Collapsible tube of 40 grammes	Pharmacists 1/6	Medical Profession 2/6	Retail 2/9
--------------------------------	-----------------	------------------------	------------

*Retail prices and prices to the Medical Profession include Purchase Tax.*



THE BRITISH DRUG HOUSES LTD. GRAHAM ST. LONDON N.1

*Liahtweight*

## OXYGEN THERAPY SETS

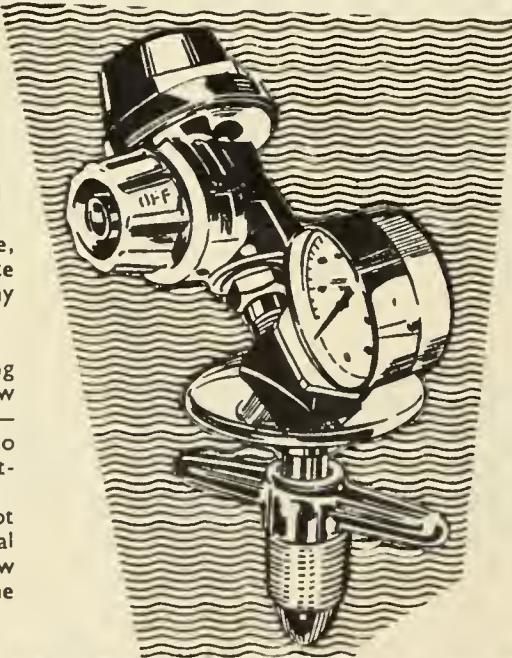
Approved by the Ministry of Health for loan by chemists against E.C. 10 prescription orders and included on the drug tariff.

Specially developed by Normalair for medical use, these light weight, compact sets, enable an accurate oxygen supply to be provided direct from any standard bull-nose-valve oxygen cylinder.

**ACCURATE, AUTOMATIC FLOW RATE.**

Positive flow selectors are made by simply turning a clearly marked control knob. The selected flow rate is maintained automatically within + or - 10% with any cylinder pressure from 200 p.s.i. to 1,980 p.s.i. thus eliminating the need for adjustment as cylinder pressure falls.

Designed to ensure that the accuracy is not impaired by the handling to be expected in normal service. An integral guard protects the flow selector and pressure gauge from tightening of the wing nut. No leak testing is necessary.



**Leading Particulars**

Weight 2½ lb.

Overall Height 6½ ins.

Max. Width 6 ins.

Flow Rates 2 & 4 litres/min.

Max. Inlet Pressure 1,980 p.s.i.

Ambient Temperature Range 10°C to + 50°C.

Outlet Connection suitable for standard bayonet connector.

Designed and manufactured by

**NORMALAIR**

**LTD**

INDUSTRIAL DIVISION  
27/31 MINSHULL ST. MANCHESTER 1.  
Telephone: CENTRAL 3111

**'SICCOLAM'-B**



for use in skin conditions of a less acute nature where a mildly dehydrating action is required.



Cosmetically acceptable.



Indicated in a wide range of conditions from napkin rash to varicose eczema.



Supplements the original 'Siccolam' Paste which is still available for the treatment of severe exudative dermatoses.



TO  
SPEED  
YOUR  
DISPENSING

ALL MAW'S ETHICAL PRODUCTS  
are now directly available  
through your usual Prescription Wholesalers:

TANCOLIN

3 oz., 6 oz., and 2 litre  
Dispensing Pack

HEMATRIX

Ointment, Suppositories  
and Tablets

ZONULYSIN

THROMBIN

THROMBORAL

THROMBOPLASTIN

NAPHTHIONIN

REAZIDE

NADECON

MAW'S ETHICAL PRODUCTS

**MORE IDEAS BEGIN WITH BORON****A shining face for modern building**

A clean, permanent and colourful finish to the outside as well as the inside of buildings is an attractive prospect in architecture. It is provided by the use of 'curtain walls' of vitreous enamelled steel, which require less space than load-bearing walls, resist the elements better and cost far less to erect. In the production of tenacious and gleaming enamels for every purpose, borax is a vital ingredient. This contribution to building economy and progress is another new idea that is made possible by the use of this familiar product. In nuclear research, in new synthetic materials, and in rocket fuels, as well as in established fields of industry and pharmacy, the varied properties of boron compounds give rise to many new possibilities for progress.

**BORON IN PHARMACEUTICALS**

In the pharmaceutical industry, boric acid has long been acknowledged as one of the safest and gentlest antiseptics available, and is used in many modern tincture preparations. In ointments, dressings, eye lotions and similar products, boric acid maintains and extends its traditional place on the pharmacist's shelf.

*For further information on Boron and its compounds, write to:*

**BORAX CONSOLIDATED LIMITED**  
BORAX HOUSE · CARLISLE PLACE · LONDON SW1  
TELEPHONE: VICTORIA 9070

'20 MULE TEAM' Registered Trademark



TGA BX143D

## NEW VULFIX PURE BRISTLE BRUSH

VULFIX

6/11



6/11

with  
**STYPTIC  
BLOCK  
in BASE**

Packed in units of FOUR —  
ONE in vacuum Formed Showcard  
THREE in Window Packs  
Retail 6/11  
Cost 46/3 Doz.  
(P.T. 13/11) or  
15/5 per 4  
(P.T. 4/8)

THE BRUSH WITH THE TWO YEARS' GUARANTEE  
FITTED WITH STYPTIC BLOCK IN BASE

Please ask your Wholesaler for particulars  
of our Showstand and Bonus Parcel offers.

**PROGRESS SHAVING BRUSH (VULFIX) LTD.**  
92 Regent Street, London, W.1

For more than 100 years  
**CAMTHOL**  
has been recommended  
for COUGHS & COLDS



**CAMTHOL LINCTUS**

The Cough mixture for Adults

**CAMTHOL PASTILLES**

In tins suitable for pocket and handbag

**CAMTHOL VAPOUR RUB**

Incorporating the finest Essential Oils

BONUS—Thirteen to the dozen on all orders

	Retail	per doz.
CAMTHOL LINCTUS	3/- per bott. inc. P.T.	Cost 27/6
CAMTHOL PASTILLES	1/9 per tin inc. P.T.	Cost 14/11½
CAMTHOL VAPOUR RUB	1/9 per jar inc. P.T.	Cost 14/11½

**B. HOOPER & CO. LTD.**

6 RAILWAY PLACE, FENCHURCH STREET,  
LONDON, E.C.3

Announcing **2 NEW** products

*For relief  
of cough*

**Distolyt**

TRADEMARK

antitussive tablets

Each sugar-coated tablet contains:

CHLORCYCLIZINE HYDROCHLORIDE	10 mg.
GUAIACOL GLYCERYL ETHER	100 mg.

- \* in tablet form for ready administration when coughs embarrass
- \* chlorcyclizine minimises nasal congestion and suppresses persistent cough
- \* guaiacol glyceryl ether promotes freer expectoration and reduces useless irritating cough

## PACKS

	TRADE PRICE	P. TAX	RETAIL PRICE (INC. P. TAX)
Tube of 24	3/-	11d	5/5d
Bottle of 100	9/-	2/9d	16/3d

S4 POISON

DC(BL)

*For throat  
infections*

**Zynocin**

TRADEMARK

antiseptic and  
sore throat lozenges

Each pleasantly-flavoured lozenge contains:

XANTHOCILLIN	1 mg.
BENZOCAINE	5 mg.

- \* contains xanthocillin, the new potent antibiotic, effective against gram-positive and gram-negative organisms
- \* inhibits secondary yeast and fungal activity; no evidence of cross-resistance
- \* promptly relieves local soreness and pain; non-irritant and safe for all ages

## PACK

	TRADE PRICE	P. TAX	RETAIL PRICE
Tube of 12	2/6d	—	3/9d

THE DISTILLERS COMPANY (*Biochemicals*) LIMITED

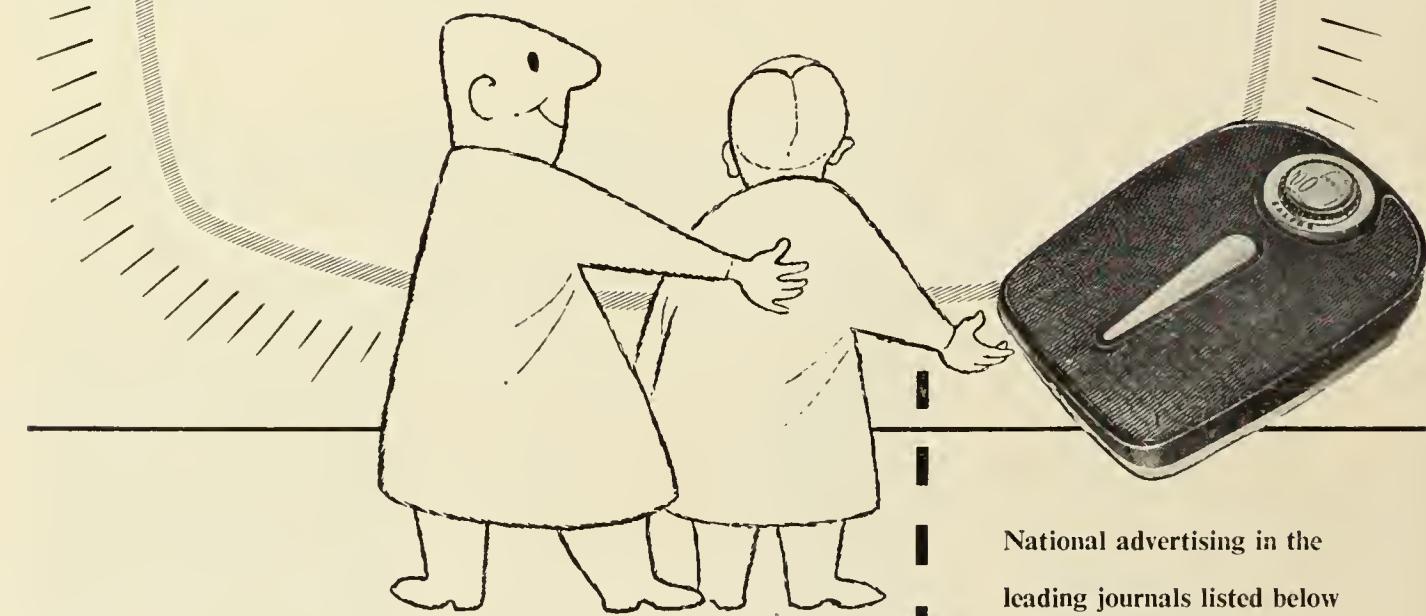
BROADWAY HOUSE, THE BROADWAY, WIMBLEDON, LONDON S.W.19. TELEPHONE LIBERTY 6600

owners of the trademarks 'Distolyt' &amp; 'Zynocin'

# SALTER T.V. and Press

## Advertising means...

MORE  
PROFITS FOR  
YOU



Salter's extensive press advertising will shortly be boosted with a National T.V. campaign for personal scales. This will create extra demand for this big selling line—make sure you get your full share by checking your stocks now.

National advertising in the leading journals listed below continues to push the sales of Salter products.

Ideal Home · Good Housekeeping  
Woman & Beauty · Everywoman  
John Bull · Modern Woman  
Mother · Woman's Illustrated  
She · Reader's Digest

GEO. SALTER & CO. LTD., WEST BROMWICH

M-W.464

*a case  
for a comb*



HYGIENIC

# Stratton combs for men

each comb in pocket case

\* FINEST ACETATE  
TWIN-TONE COMBS

2/- 1/9 1/6 1/6

Stratton  
with carrying case  
LANCER · CAVALRY · OXFORD · CADET

No. 26 AUTOMATIC

COMB SERVER AT 44/10 Plus Tax PER 4 DOZEN SET

Containing		Retail	Total-resale
1 Doz.(03TTc)	LANCER	7½ inch	2/- each 24/-
1 Doz.(01TTc)	CAVALRY	6 inch	1/9 each 21/-
1 Doz.(020TTc)	OXFORD	5 inch	1/6 each 18/-
1 Doz.(023TTc)	CADET	5 inch	1/6 each 18/-

RETAILERS COST 44/10 + Tax RESALE VALUE 81/-

ORDER FROM YOUR WHOLESALER

MANUFACTURED BY

LAUGHTON & SONS LTD · BIRMINGHAM 14

**A**

great little machine at a remarkably low price.

**P**

erfect bottles (2000 per hour) using less than 30 sq. ft. of floor space.

**E**

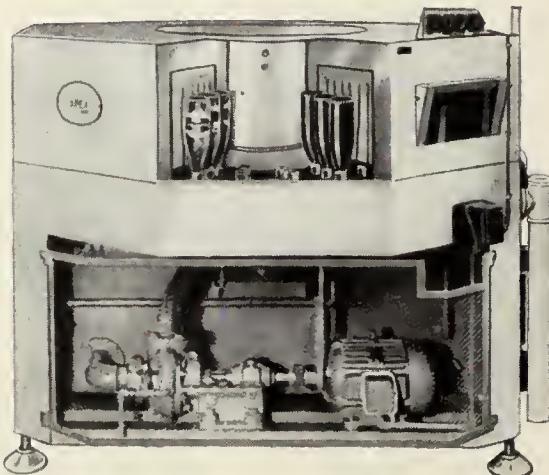
very kind of bottle, with labels or without.

**X**

ceptionally low running costs.

**'APEX' HYDRO BOTTLE WASHER**

FOR FULL DETAILS WRITE TO:-

**R. POWLEY & SONS LIMITED, St. Marks Rd., Sunderland, England.**

Telegrams and Cables "Powley" Sunderland.

Telephone 4846/7

*The name that guarantees accuracy*

- CLINICAL THERMOMETERS
- HOUSEHOLD THERMOMETERS
- INDUSTRIAL THERMOMETERS




**CLINICALS**

**G.H. ZEAL LTD**

LOMBARD ROAD · MORDEN  
ROAD · LONDON · S.W.19

Telephone: LIBERTY 2283-4-5-6 and 4201  
Cables: "Zealdom" London

*The modern  
method  
of  
iron  
therapy  
without  
side  
effects*

## FERROUS GLUCONATE

Side by side with up-to-date equipment available today in hospitals, maternity wards and nursing homes are the very latest pharmaceuticals, painstakingly developed. Of such is Ferrous Gluconate, now widely accepted as the most satisfactory means of treating iron deficiency. Besides being inexpensive it is non-toxic, easily absorbed, well tolerated and noted for its absence of unpleasant side effects.

## KEMBALL, BISHOP

*Chemicals for Industry*

KEMBALL, BISHOP & CO. LTD., THREE MILL LANE, BROMLEY-BY-BOW, LONDON, E.3  
Telephone: ADVance 1234 (7 lines)      Telegrams: KEMBALL, BOCHURCH, LONDON

*From the extensive range of*

**M&B**  
B R A N D  
**PHARMACEUTICAL CHEMICALS**

**THEOPHYLLINE B.P. MONOHYDRATE**

5 kg. tins and 50 kg. kegs

**THEOPHYLLINE B.P. ANHYDROUS**

5 kg. tins and 50 kg. kegs

**AMINOPHYLLINE B.P.**

5 kg. tins, 12½ kg. tins and 50 kg. kegs

**DIHYDROXYPROPYL THEOPHYLLINE**

5 kg. tins



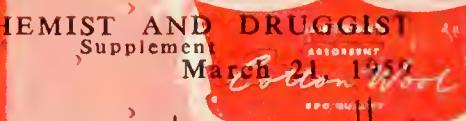
MANUFACTURED BY  
**MAY & BAKER LTD**  
DAGENHAM · TEL: DOMINION 3060  
EXT: 317 · 318

We are pleased to announce that these four products are now made at our new plant at Norwich and are available in quantities to suit all requirements.

Rigorous analytical control ensures that these products are absolutely reliable and of high quality.



PHA 1343/100



## Cotton Wool Dispenser Pack

- ★ Only as much as you need is pulled out at a time.
- ★ Package has *tuck-in ends* and can be re-sealed.
- ★ Cotton Wool kept clean throughout.
- ★ Elegant design of pack appropriate for lady's dressing table.

MANUFACTURED BY

**E. ILLINGWORTH  
& CO. (BRADFORD) LTD.  
SHELF MILLS, SHELF,  
NR. HALIFAX, YORKSHIRE.**

TELEPHONE: BRADFORD 76261/9  
TELEGRAMS: "ILLMOND" BRADFORD,

WHOLESALE ONLY



**BENCARD**

**fine chemicals**

**ALUMINIUM GLYCINATE**  
("D.A.A.")

*of pharmaceutical purity*

Aluminium glycinate finds increasing favour as a safe and reliable buffer antacid in gastroenterology.

C. L. Bencard Ltd. are foremost producers of this compound and can offer any quantity at competitive prices.

*Manufactured by the Fine Chemicals Division of*

**C. L. BENCARD LTD.**

PARK ROYAL, LONDON, N.W.10

Telephone : ELGar 6681  
Telegrams : Bencarlond, London

**BARNET***Ultraglaze*

# The stylish lightweights with the Guaranteed Crookes Glass Lenses

And for wonderful **BARNET**  
sunglasses selling from 2/- to 7/6  
ask to see the new  
**LEADER RANGE**

Yes, the sunglasses with everything  
for top sales this summer . . .  
top styling . . . top value (only 12/6  
to 15/6) . . . top TV and Press support  
. . . top impact in unique **FREE**  
sales dispensers . . .

*Order quickly from your wholesaler!*

**TOP PROFITS**

# COULD YOU TURN A £5000 PRIZE INTO A FORTUNE?

**The News Chronicle**

**offers you a chance to get ahead**

To build a successful business you need an idea—an idea backed up by shrewdness, commonsense and flair. But you need capital too; enough to make that scheme of yours earn money for you all the rest of your life. Once again the News Chronicle is offering a prize of £5,000 to a man or woman with a bright and promising business idea. It may be an entirely new idea, or it may be an existing one that just needs a financial boost to make it practicable—and profitable. Either way this could be the windfall you've been waiting for! This could be your chance to get ahead.



Newspaper  
Chronicle



SEE THE

## NEWS CHRONICLE

FOR FULL DETAILS AND ENTRY FORMS OF THE FASCINATING

## 'Get Ahead' Competition

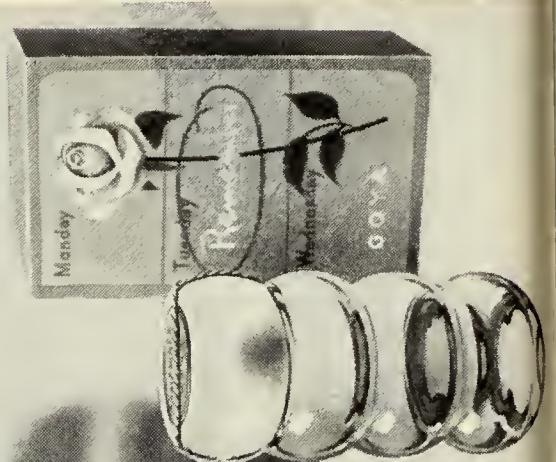
### EXPLAIN YOUR 'GET AHEAD' PLAN ON T.V!

The contest heats and the Grand Final are all being televised by the B.B.C. on eight successive Tuesday evenings—the first was on March 17th. Did you see it? There will be a special heat for women and there is still time for everyone to enter. If a panel of experts thinks that your idea deserves, on all-round merit, to succeed, you'll be invited to explain it to a nation-wide audience in one of these programmes. During the heats, prizes totalling £2,500 must be won (£1,000 by a woman) and if you are judged the overall winner you will receive more than £5,000 in all!

HOUSEWIFE  
Le  
Bege  
drei  
The  
H

an unforgettable  
new perfume by

Ciara



Tonight! remember... 'Remember'

This beautiful advertisement  
for 'Remember'  
makes perfume history

IT'S THE GREATEST CAMPAIGN YET FOR GOYA

To help you reach your customers, Goya has booked fabulous colour pages in the most popular women's magazines.

*They are appearing NOW in  
SHE, HOMES & GARDENS, HOUSEWIFE, MODERN WOMAN,  
and in*

**WOMAN'S OWN, VANITY FAIR, PHOTOPLAY and WOMAN & BEAUTY.**

These advertisements will tell your customers that 'Remember'

is Goya's greatest creation yet. That the secret of 'Remember' is in the subtle blending — pastel floral scents underlined with subtle smoky tones.

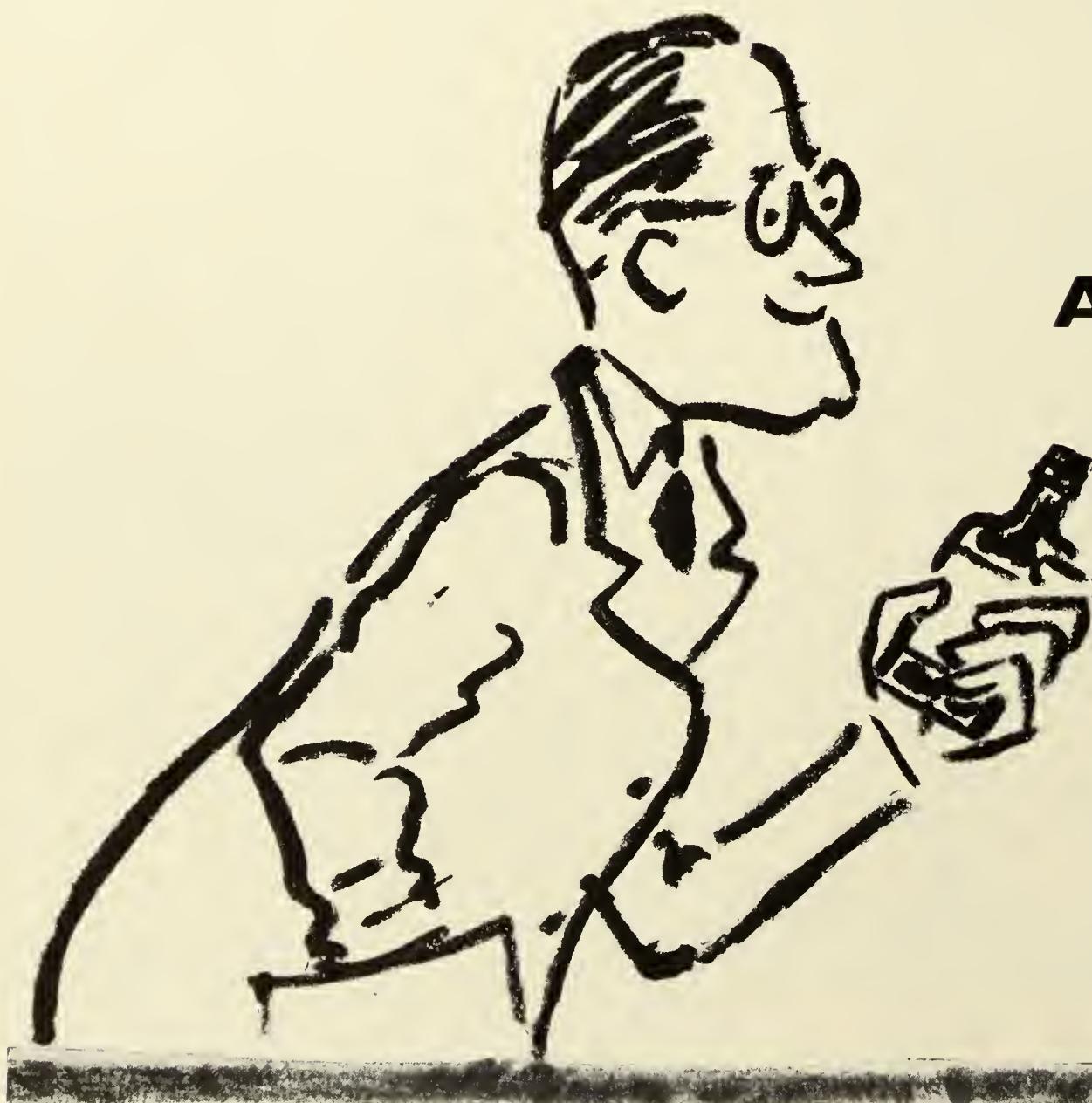
See that your customers have their first heavenly scent of 'Remember' in your shop.

Use your displays to make them try and buy 'Remember'. They'll buy their 'Remember' from *you!*

'Remember'

*Make sure that no woman forgets*

the fabulous new perfume creation by Goya



**Ask the  
if it's**

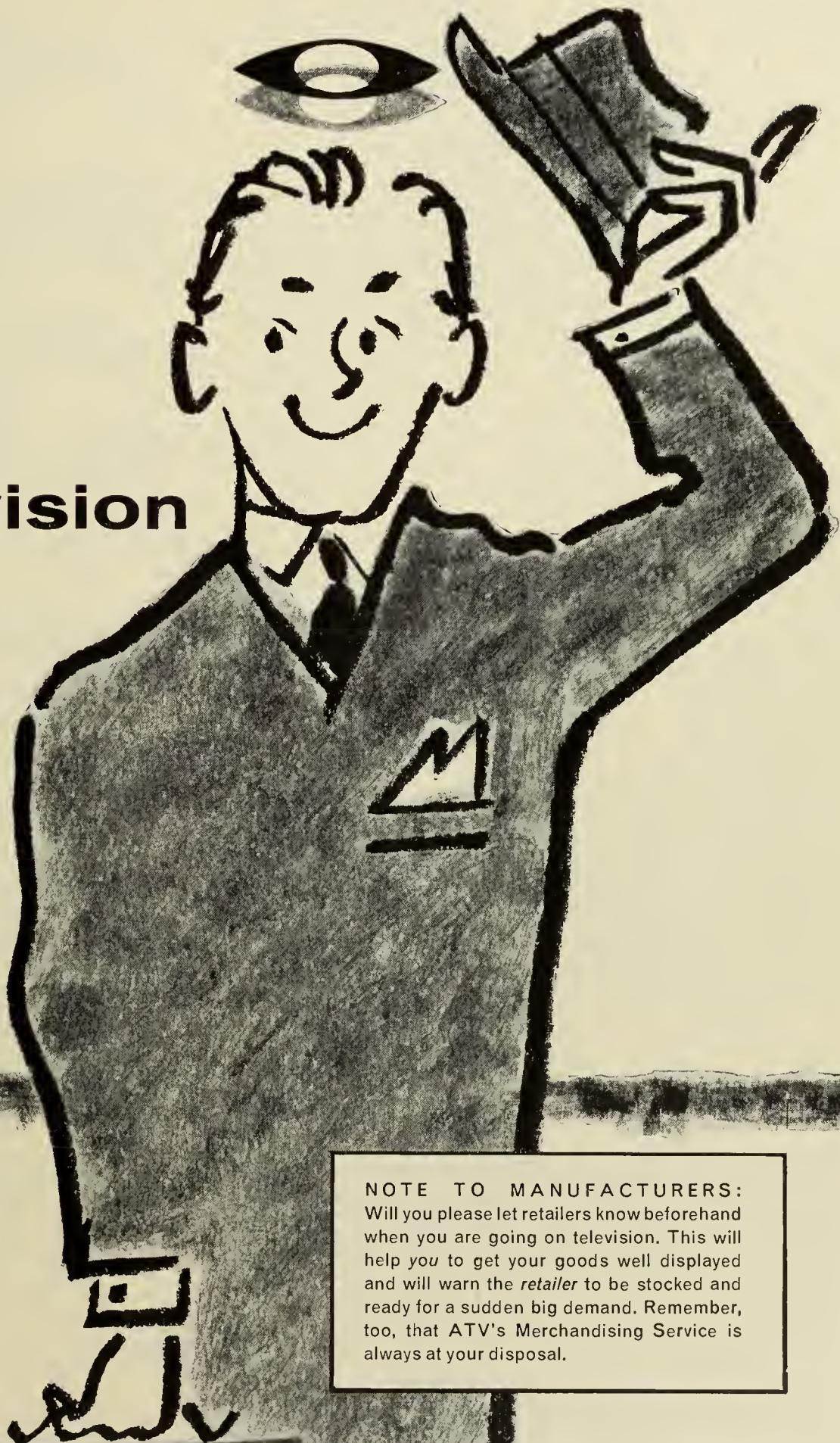
*You know—we know—that the most successful products*

*are advertised on TV. That TV is the most successful  
advertising medium. The *impact* medium that stimulates  
the greatest demand and gets stocks moving fast.*



*At home to 10 million viewers in London and the Midlands*

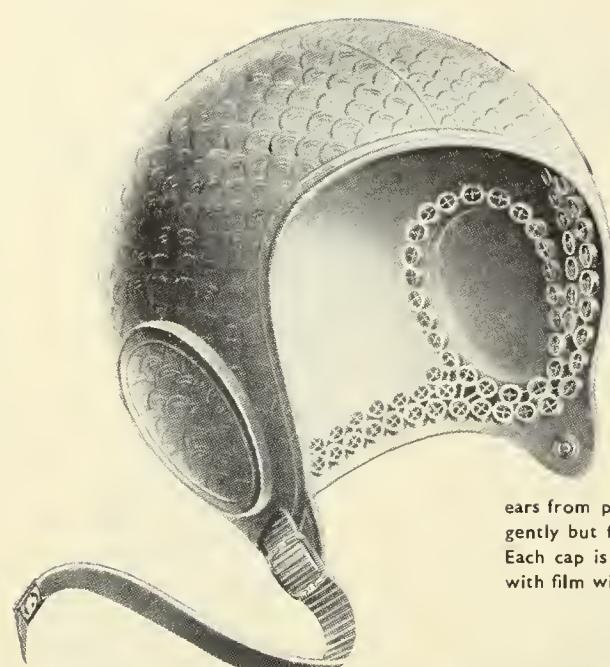
# traveller on television



#### NOTE TO MANUFACTURERS:

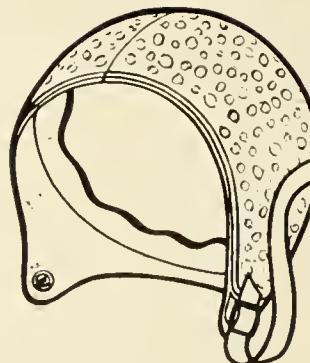
Will you please let retailers know beforehand when you are going on television. This will help you to get your goods well displayed and will warn the *retailer* to be stocked and ready for a sudden big demand. Remember, too, that ATV's Merchandising Service is always at your disposal.

ASSOCIATED TELEVISION LIMITED  
Television House, Kingsway,  
London, W.C.2.  
Tel: CHAncery 4488

**TRIDENT**

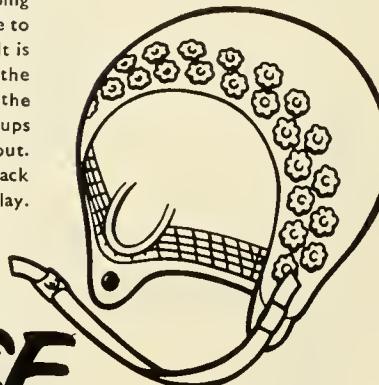
The Trident is attractive yet businesslike—doing the job it was made to do without fuss. It is really comfortable, the ear pieces protecting the ears from pressure and the suction cups gently but firmly keeping the water out. Each cap is in an individual display pack with film window, packed 12 to a display.

6/6d Retail

**SEAL**

The inner flange forms an air pocket, keeping the hair completely dry. Each cap in individual sleeve, packed 12 to a display box.

4/9d Retail

**PENGUIN FLORAL**

A thin, stretchy, watertight cap with fashionable floral decorations at a popular price. Each cap in polythene bag.

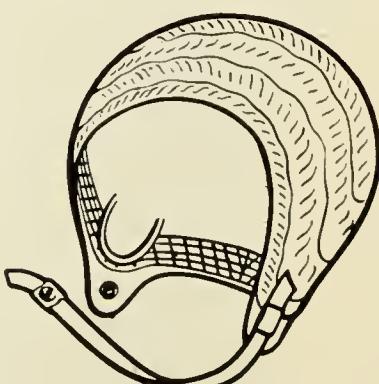
7/9d Retail

# FOR 1959 CHOOSE FROM THE RANGE OF 'SUBMARINE' SWIMMING CAPS

Again heavily advertised in the National Press. The Submarine range of swimming caps is comprehensive. The prices and styles meet all needs, the quality is consistent and the rubber used is high grade and compounded to give maximum elasticity with long life. All caps are thin, making them easy to put on, light weight and comfortable.

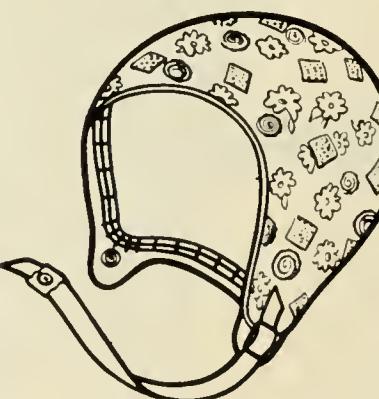
The brand name "SUBMARINE" is your guarantee of quality, backed by first-class service.

2/11d — 7/9d

**PENGUIN**

A most popular and efficient swimming cap. Each cap in a polythene bag. Twelve to a display carton. The strapless model will be much in demand.

3/6d Retail

**STANDARD  
AND  
CLIPPER**

Now fitted with water-excluding ridges. Packed twelve caps to a box.

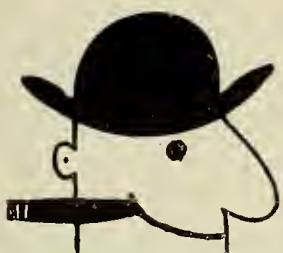
2/11d Retail

**SUBMARINE HOT WATER BOTTLES**

A complete range at competitive prices—with metal or rubber stoppers. Every bottle fully guaranteed.



W. W. HAFFENDEN LIMITED • RICHBOROUGH RUBBER WORKS • SANDWICH • KENT  
Telephone: Sandwich 3381/2



# RACASAN

## BONUS GETS HEAVY BACKING

This is the form the backing will take—consistent advertising throughout the year in three of the most influential women's magazines:

*Woman*

WOMAN'S  
REALM

WOMAN'S WEEKLY

**Read by more  
than 18 million  
people a week**

**Open the door to the freshness of RACAPAN**

Such a nice, clean smell—  
with Racapan. Clipped to the  
rim of your lavatory bowl,  
Racapan freshens the air.  
With the fragrance of  
lavender, and with every  
bush, keeps the pan clean  
and sweet. Long lasting  
perfumed Racapan for  
continuous toilet hygiene 1/8

**An air of fragrance in your home with RACASAN AIR FRESHENER**

Racasan Air Freshener blocks give your  
home an air of good house keeping, put  
unseen flowers in every room. Choose from  
Racasan's six soft, borne scents of lavender,  
heather pine, narcissus, violet or lilac.  
Leave Racasan in drawers and cupboards,  
and mouths immediately forget about your cloths.

Racasan Air Freshener Blocks 1/3  
or complete  
with blisteric  
container 3/3

**JET kills flies at the touch of a button**

A spray or two of JET  
brings death to the air  
to flies, wasps, blue bottles  
and all winged insects.  
Jet kills quickly, cleanly,  
sweetly and leaves in your  
room a welcome scent.

Household size 5/8  
Economy size 9/8

**RACASAN**  
JET lavender perfume

**RACASAN BONUS OFFER closes 11<sup>th</sup> April**



**FOR YOUR "C & D" LIBRARY****ESSENTIALS OF TREATMENT***First Edition*

First appeared as articles in THE CHEMIST AND DRUGGIST, 1952 to 1955. Reprinted as bound volume in response to many requests. Gives information on the most modern trends in the treatment of diseases of the digestive tract, respiratory system, lungs, liver, kidneys, thyroid, heart, ear, eye and skin. A guide to measures against burns and scalds, allergies, infectious diseases, etc.

**17s. 6d.***Postage 9d.*

## A Soap for Two Markets

The customer who wants a mildly medicated soap; and the customer who likes a top-quality toilet soap; you will sell Cuticura to both. Only Cuticura Soap has this happy combination. Superfatted to give a rich, fragrant lather, it is also—like Cuticura Talcum and Shaving Stick, those other best-sellers—mildly medicated to give skin health. It pays to display and recommend

**Cuticura Soap***also*

TALCUM POWDER • OINTMENT  
HANDCREAM • MEDICATED LIQUID  
SHAVING STICK

**HOT NEWS!***Just out***NEW SOLTANETTE  
low priced infra-red lamp**

RETAIL PRICE  
**£2. 10. 0.**  
Tax free

**One of a range of new designs  
by**

Write or 'phone for full details and  
illustrated list of infra-red lamps,  
ultra-violet lamps and high-frequency  
equipment.

**THE LONDON COMMERCIAL ELECTRICAL STORES LIMITED**  
20-22 Cursitor Street, London, E.C.4.      Tel: CHA 6488



**MODERN EQUIPMENT**

"WEBSTER'S"  
STAINLESS STEELWARE

**ISAAC WEBSTER & SONS LTD.**  
ABBEY WORKS  
KIRKSTALL  
LEEDS, 5.

TELEPHONE  
51580  
LEEDS

TELEGRAMS,  
"ISAAC WEBSTER"  
KIRKSTALL

**VITAMIN D3**

**PURE CRYSTALLINE D3**

**FINE CHEMICALS**

*Manufacturers:*

**PEBOC**  
**LIMITED**

Sales Office: 629/630 TOWER BUILDING  
LIVERPOOL 3, ENGLAND

Laboratories: NORTHOLT, MIDDLESEX

For the past sixty years

**BOX'S INDIGESTION PILLS**

have earned a good name as a Family Remedy and have built sound profit for the Chemist.

P.A.T.A. Retail Prices 1/7, 3/8, 6/-, 13/9, and 25/- (incl. tax).

W. H. BOX,  
47 COBOURG STREET, PLYMOUTH

Buckley Bowker Tablet Co. Ltd.

29 Parkfield Street, London, N.I.

Telephone: Canonbury 3401

Manufacturers of the highest Standard

**Contraceptive  
Foam Tablets**



and of every kind of Quality Tablets  
to Customer's own formulation . . .

W. K. BURNSIDE Pty., LTD., Melbourne, AUSTRALIA

**AUSTRALIAN EUCALYPTUS OILS**

RECTIFIED B.P.  
EUCALYPTOL B.P.  
70/75% and 80/85%

PRODUCED NATURALLY WITHOUT FRACTIONATION  
CONSEQUENTLY

**KEEP FRESH LONGER**

Agents for U.K.: **WILSON & MANSFIELD, LTD., 15 Philpot Lane, LONDON, E.C.3**  
Phone: MANSION HOUSE 9264-5-6  
(WHOLESALE ONLY)

Grams: WYFIELD, LONDON

From Dr. J. BROWN  
12 NORTH ROAD  
HATBURY  
TELEPHONE 402

*Elastic Yarn Stockings*  
*2-way stretch*

In a case like  
this.... dispense  
**BURSON**

Burson Stockings, made exclusively on special knitting looms, are the product of many years' intensive research into the making of surgical stockings.

Always dispense and recommend Burson 2-Way Stretch Hosiery and ensure your customers' complete satisfaction. The quality—finish—colour and durability of Burson Hose make them the first choice of those who appreciate the best. Burson Stockings are fully fashioned and virtually indiscernible in use.

Burson Stockings are advertised in the Medical Journals and in a strong list of National Weekly Newspapers and Women's Magazines.

**DISPENSE BURSON whenever  
2-way stretch elastic or  
Lastex hosiery is prescribed**

\*

AVAILABLE FREE ON REQUEST WITH BURSON STOCKINGS:—

- Instruction Chart with details for measuring, fitting and exact adjustment to fit and tension.
- Individual Measurement and Order Forms.
- Instructions for mending and washing.
- Illustrated leaflets for your customers.

# **BURSON**

TWO-WAY STRETCH HOSEIERY  
IS MADE FROM LASTEX YARN

Sole Distributors:—FASSETT & JOHNSON LTD.,  
86, CLERKENWELL ROAD, LONDON, E.C.1

Also at 6 CROW STREET, DUBLIN

# **MEGALON LIVER EXTRACTS**

Crude and Refined Injectable in bulk,  
ampoules and vials. Oral Tonics and  
concentrated pastes for oral preparations.

a wide range of

**INJECTION PRODUCTS**  
and  
**COMPRESSED TABLETS**

to B.P., B.P.C. and B.Vet.C. specifications  
or to private formulations.

Manufactured by  
**ANTIGEN LTD., ROSCREA,**  
**REPUBLIC OF IRELAND**

Please send enquiries to :—

**ANTIGEN LTD., 67 HIGH STREET,**  
**BEXLEY** KENT



ESTABLISHED 1793

# **ATKINSON & BARKERS INFANTS' PRESERVATIVE**

The Infants' Medicine  
of 150 years' standing

For teething and digestive troubles  
**ROBERT BARKER & SON LTD.**  
13 ALISTAIR STREET MANCHESTER, 1

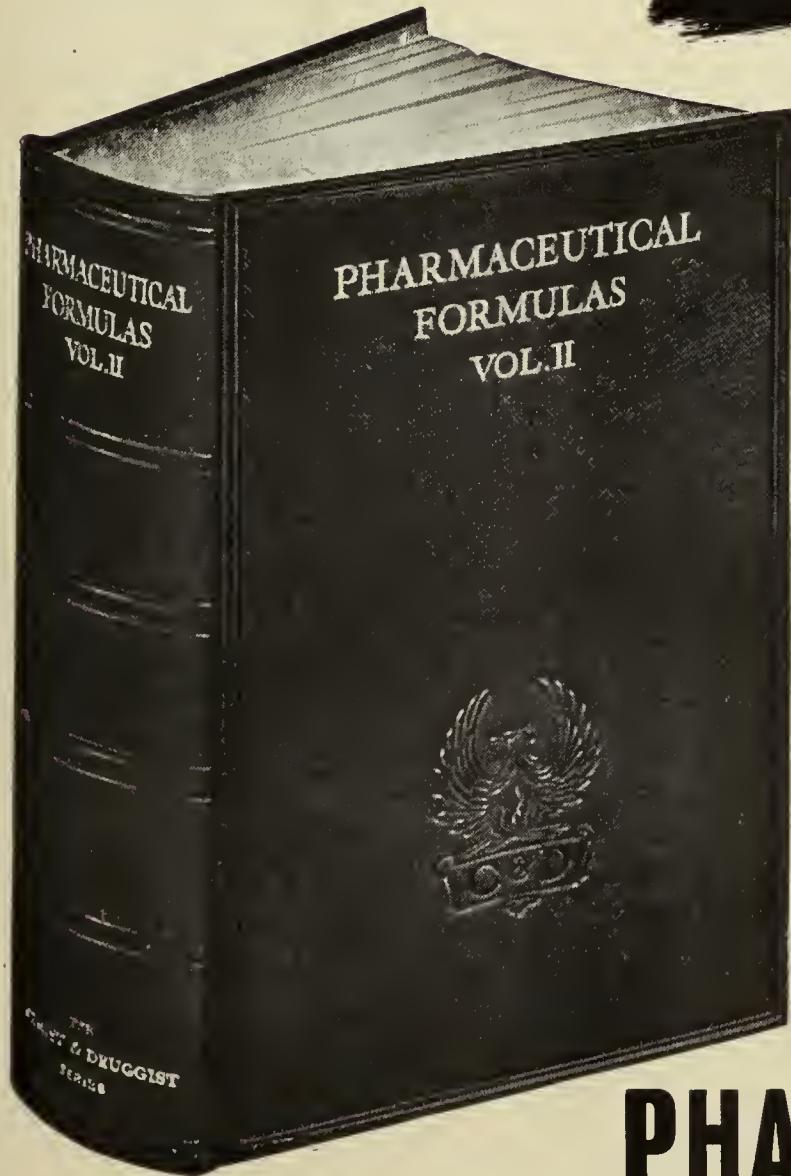
# **Whitaker's for Dyes**

"LUTON" STRAW HAT DYES and  
"AURORAL" COLD WATER DYES

are nationally advertised and are regularly requested.  
Attractive Pattern Cards and Showcards supplied.

Write for Order Form giving full lists of colours, prices and terms to:  
**WHITAKER & CO. (KENDAL) LTD., KENDAL.**

**900 PAGES  
OF TEXT AND  
FORMULAS**



*Recipes and methods  
of making*

ADHESIVES, BEVERAGES  
CLEANING MATERIALS  
CONFECTIONERY  
COSMETICS, CULINARY &  
HOUSEHOLD REQUISITES  
DENTAL PREPARATIONS  
HORTICULTURAL PRODUCTS  
LACQUERS & VARNISHES  
PASTILLES & LOZENGES  
PERFUMERY, PESTICIDES  
PHOTOGRAPHIC REQUISITES  
POLISHES, HAIR PRODUCTS  
TOILET PREPARATIONS  
VETERINARY PRODUCTS  
WRITING MATERIALS, Etc.

*Each section under  
an introductory  
chapter of text.*

# PHARMACEUTICAL FORMULAS, VOL. 2

FROM YOUR  
BOOKSELLER  
OR DIRECT  
FROM

PRICE 42/- postage  
1/9d.

The  
**CHEMIST AND DRUGGIST**  
28 ESSEX STREET, STRAND,  
LONDON, W.C.2



## SPECIAL COMBINED PRICE

If you buy at the same time  
Pharmaceutical Formulas Vol. I  
(pharmaceutical products in-  
cluding those of foreign pharma-  
copoeias) you pay 75s. (postage  
2/3d.), a saving of 4s. 6d.

*The*  
**CHEMIST AND DRUGGIST**  
**CLASSIFIED ADVERTISEMENTS**

Telephone: CENtral 6565

Specially spaced Advertisements, including:—Public and Legal Notices, Sale by Auction, Appointments, Contract Work, Patents, Partnerships, 18/- per  $\frac{1}{2}$  inch minimum and pro rata. Box 2/-. Clearances and Wants, Businesses for Disposal and Wanted, Premises, Agents Wanted, Agencies Wanted, Miscellaneous, 17/6 for 36 words minimum; then 4d. per word. Box 2/-. Situations Vacant, 12/- for 36 words minimum, then 4d. per word. Box 2/-. Situations Wanted, 3/- for 18 words minimum; then 2d. per word. Box 1/-.

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2

## **ORRIDGE & COMPANY**

**CHEMIST BUSINESS TRANSFER AGENTS AND VALUERS WHOLESALE AND RETAIL**  
**BRANCHES: BIRMINGHAM • SOUTHAMPTON • LIVERPOOL • SHEFFIELD • CARDIFF**

### **PREMISES TO LET**

**PREMISES TO LET.** Opportunity occurs to establish pharmacy in new shopping parade, residential district, Bexhill-on-Sea, on very favourable terms. Premises comprise lock-up shop, excellent maisonette, garage. All services available. Box C 2112.

**TO LET** for storage, Wholesale chemists, Manchester, have self-contained two-storey wing comprising four rooms totalling 2,000 sq. ft. with separate entry to street. Half-mile Piccadilly. Box C 2130.

### **PREMISES**

**BROWETT, TAYLOR & CO.,**  
 Chartered Surveyors and  
 Auctioneers

have an applicant wishing to purchase freehold chemist shops as investments and willing to grant leases back to present owners. Details to:

Browett, Taylor & Co.,  
 3/4 Lincoln's Inn Fields, W.C.2.  
 Chancery 8275.  
 (Usual commission required)

C 2141

### **BUSINESSES FOR DISPOSAL**

**KILWINNING,** Ayrshire. Old-established profitable pharmacy for sale owing to death. Offers invited for business and shop property. Stock at valuation. Inquiries to James Patrick & Muir, Solicitors, Dalry, Ayrshire. C 2129

### **APPOINTMENTS**

**HORNSEY CENTRAL HOSPITAL,**  
**PARK ROAD, N.8**

**Chief Pharmacist (Category I)**  
 required at this general practitioner Hospital. Salary £730 to £985 p.a. Candidates may visit the Department by arrangement with the Hospital Secretary (Mou. 6244). Applications stating age, qualifications and previous experience to Group Secretary, Arehway Group H.M.C., 46 Cholmeley Park, N.6, within 10 days. C 9045

### **ANCOATS HOSPITAL, MANCHESTER, 4**

Pharmacist

Applications are invited for the above post. Whitley Council Scale and conditions. Applications, stating age and experience, with names of two referees, to the General Superintendent, Dept. C.D. C 9052

### **BROOKWOOD HOSPITAL, KNAPHILL, WOKING**

Assistant-in-Dispensing

Applications are invited for the above post. The successful candidate will be required to work under the supervision of the Chief Pharmacist, who is responsible for the preparation and issue of drugs and dressings for about 1,750 patients.

Salary Scale £170 p.a. at age 16 years rising to £375 at age 22 years or over rising to a maximum of £490 p.a. (plus £20 p.a. for an approved qualification).

Professional and Technical Council B of Whitley Council conditions apply to the appointment which is subject to the provision of the National Health Service Superannuation Regulations.

The successful candidate will be required to pass a medical examination.

Accommodation available for female candidate for which a charge of £2 8s. per week will be made.

Applications giving particulars of age, experience and qualifications, together with names of two referees to the Physician Superintendent, as soon as possible. C 417

### **H.M. PRISON SERVICE**

**Chief and Basic Grade Pharmacist Vacancies**  
 Category I and II posts (open to men and women registered pharmacists aged 25 or over).

**Category I** post at H.M. Prison Pentonville, London, N.7. Salary scale £700—£945, plus London allowance of £30—£40.

**Category II** post at H.M. Prison Birmingham. Salary scale £755—£1,030.

**Basic Grade** post at H.M. Prison Wormwood Scrubs, London, W.12. Salary scale £605—£815, plus London allowance of £20—£40. (Minimum of scale linked with age 23.)

Additional allowance of £25 for higher qualifications.

Post superannuable under the N.H.S. Superannuation Scheme.

Apply Establishment Officer, Prison Commission, Horseferry House, R. 237, Dean Ryle Street, London, S.W.1. Closing date April 4, 1959. C 9061

### **I84 STRAND, W.C.2** Tel: TEMple Bar 9212/3 & 6340

### **ESSEX COUNTY HOSPITAL, COLCHESTER**

Assistant-in-Dispensing

required at the above hospital. Salary as Whitley Council Scale rising to £510 per annum. Applications to Group Secretary, Colchester Hospital Management Committee, 14 Pope's Lane, Colchester, Essex. C 9027

### **HAREFIELD HOSPITAL, HAREFIELD, MIDDLESEX** (610 Beds)

Senior Pharmacist

required at the above general and chest hospital, London. Weighting payable. Applications together with names of two referees to Medical Director. C 9058

### **HAREFIELD HOSPITAL, HAREFIELD, MIDDLESEX** (610 Beds)

Locum Senior Pharmacist

required at the above general and chest hospital, London. Weighting payable. Applications together with names of two referees to Medical Director. C 9057

### **HAREFIELD HOSPITAL, HAREFIELD, MIDDLESEX**

Assistant-in-Dispensing

required, London. Weighting payable and additional £20 p.a. if holding approved qualification. Applications, giving age, qualifications and experience, together with two testimonials to Medical Director. C 9023

### **KING EDWARD VII HOSPITAL, WINDSOR** (Category III Hospital)

Pharmacist

required immediately. Whitley salary. Applications giving details of service and names of three referees to Secretary. C 9042

### **LEYTONSTONE (No. 10) HOSPITAL GROUP**

Locum Pharmacist

Applications are invited for the above post (to work under Chief Pharmacist) at Langthorne Hospital, Leytonstone, E.11. (Category I Hospital.) Required for an indefinite period. Salary £16 16s. per week.

The hospital is situated near the Central Underground line, within easy reach of Central London.

Applications to the Senior Medical Officer as soon as possible. C 9051

## **ERNEST J. GEORGE & CO.**

**329 HIGH HOLBORN, LONDON, W.C.1.**

*Professional Valuers to the Pharmaceutical Trade.—Wholesale, Retail and Hospital Stocks. Branches throughout England and Scotland.*

Telephone: HOLBORN 7406/7

**Appointments—Continued****LAMBETH HOSPITAL,  
BROOK DRIVE, S.E.11  
(Acute General 501 Beds)**

Pharmacist

required. Salary in accordance with Whitley Council Scale, plus London Weighting. Applications stating age, experience, qualifications and names of two referees to the Secretary.

C 442

**METROPOLITAN HOSPITAL,  
KINGSLAND ROAD,  
LONDON, E.8**

Pharmacist

for modern department. Permanent post. Salary scale £605-£815 p.a. plus higher qualification allowance and London Weighting. Please apply with details of age, training and experience to the Hospital Secretary.

C 437

**METROPOLITAN HOSPITAL,  
KINGSLAND ROAD,  
LONDON, E.8**

Locum Pharmacist

required from Monday, March 23, 1959, to work in a modern department. Apply to Hospital Secretary.

C 445

**NOTTINGHAM No. 2 HOSPITAL  
MANAGEMENT COMMITTEE,  
NOTTINGHAM CITY HOSPITAL  
(811 Beds)**

Deputy Chief Pharmacist (Category V)

required at the above hospital. Applications are invited for the above post, which is now vacant.

The City Hospital is a Group hospital and caters for the pharmaceutical requirements of a number of subsidiary hospitals in the area. Applicants should have a wide experience in hospital pharmacy, and be capable of controlling staff. A knowledge of surgical instruments is desirable. The successful applicant will work under the Group Chief Pharmacist and will be required to assume complete control in his absence.

Further particulars regarding the post can be obtained on application to the Group Chief Pharmacist, Whitley conditions of salary. Applications, stating age, qualifications and full particulars of previous experience, together with the names of two referees, should be sent to the Group Secretary, Sherwood Hospital, Nottingham, as soon as possible.

C 9002

**PRESTON AND CHORLEY  
HOSPITAL MANAGEMENT  
COMMITTEE,****PRESTON ROYAL INFIRMARY**

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist at the above general hospital. Whitley Council scale and conditions. Salary £675 x £30 (1) x £35 (1) x £30 (3) x £35 (1)—£865, plus £25 per annum higher qualification allowance. Additional payments for voluntary evening clinic duties.

Applications with names of two referees, to the Group Secretary, Royal Infirmary, Preston, Lancs.

C 9047

**READING AND DISTRICT  
HOSPITAL MANAGEMENT  
COMMITTEE**

Pharmacist

required at the Royal Berkshire Hospital, Reading (Category V). Six pharmacists with full supporting staff. Frequent five-day weeks. Commencing salary, new entrants, up to £730 p.a. based on previous professional experience and National Service after qualification. Applications to Group Pharmacist, Royal Berkshire Hospital.

C 443

**SHREWSBURY HOSPITAL  
GROUP**

Pharmacist

For Copthorne Hospital.

Pharmacist

For the Group Pharmacy at the Royal Salop Infirmary, with rota duties at other hospitals in the Group, as may be required.

Salary in accordance with Pharmaceutical Whitley Council Scale.

Applications to the undersigned from whom any further particulars may be obtained.

J. P. MALLETT,  
Group Secretary.

C 9044

**SEAMEN'S HOSPITALS  
MANAGEMENT COMMITTEE**

Locum Pharmacist

required at Albert Dock Hospital, E.16, from June 15 for one week. Apply, with particulars of previous experience to House Governor, Dreadnought Hospital.

C 9065

**ST. ANN'S GENERAL HOSPITAL,  
ST. ANN'S ROAD,  
SOUTH TOTTENHAM, N.15**

Locum Pharmacist

required immediately. £16 16s. per week. Staff of three in department. Apply to Hospital Secretary.

C 9054

**ST. LUKE'S HOSPITALS,  
BRADFORD, 5**

Pharmacist

required. General and Maternity Unit, 862 beds. Commencing salary within the scale £605-£815 per annum. Apply, giving the names of two referees to the Hospital Secretary.

C 9056

**STEPNEY GROUP HOSPITAL  
MANAGEMENT COMMITTEE**

Deputy Chief Pharmacist (Category IV)

Applications are invited for the above post at Mile End Hospital, Bancroft Road, London, E.1. Whitley Council salary scale and conditions of service. The department is responsible for pharmaceutical supplies to another hospital and clinic in the Group and the preparation of sterile products. Further particulars may be obtained from the Chief Pharmacist. Applications stating age, qualifications, experience and the names of two referees, to be sent to the Group Secretary at Mile End Hospital, not later than April 1, 1959.

C 9053

**THE ANNIE McCALL  
MATERNITY HOSPITAL,  
JEFFREYS ROAD,  
LONDON, S.W.4**

Part-time Pharmacist

in sole charge required. Preferably female, 16 hours per week. Monday to Friday. Whitley Council terms and conditions of service. Salary 43s. 8d. per session of 4 hours. Applications, giving full particulars of experience and names of two referees to Hospital Secretary.

C 444

**TOOTING BEC HOSPITAL  
MANAGEMENT COMMITTEE**

Pharmacist

required at Tooting Bec Hospital, Tooting Bec Road, London, S.W.17. Permanent post, Whitley Council salary. Apply to Physician Superintendent.

C 446

**WHITTINGTON HOSPITAL,  
LONDON, N.19**

Pharmacists

required for Archway and St. Mary's Wings. Salary £635-£855 p.a. Candidates may visit the departments by direct arrangement with the Medical Superintendent (Archway 3070, Ext.: 440).

Applications, stating age, qualifications, experience, and naming two referees to Medical Superintendent immediately.

C 9046

**APPOINTMENTS OVERSEAS****HONG KONG  
GOVERNMENT**

Pharmacist (Male)

required (a) on probation for pensionable employment, or (b) on temporary terms with gratuity at rate £150/£200 a year. Commencing salary according to experience in scale (including expatriation pay and temporary cost-of-living allowance) equivalent to £1,069 a year rising to £1,731 a year (single men), £1,180/£1,906 (married men), £1,291/£2,082 (family men). Free passages. Liberal leave on full salary after initial 3½ years tour. Candidates under 35 for terms (a) or under 50 for terms (b), must be M.P.S. (G.B.), or recognised equivalent, with minimum two years' post-registration experience, and should have had good experience, especially on inspectorial duties.

Write to the Crown Agents, 4 Millbank, London, S.W.1. State age, name in block letters, full qualifications and experience and quote M3B/44847/CD.

C 9041

**EDUCATIONAL****LONDON COLLEGE OF  
PHARMACY AND CHEMISTRY  
FOR WOMEN**

7 Westbourne Park Road, W.2

Established 1892

The only College in S.E. England teaching exclusively for the Assistants-in-Dispensing Examination of the Society of Apothecaries. Enrolling now for six months' full-time or 2-year part-time course for Student Dispensers under 1956 Regulations. 100 per cent. Examination successes in 1958.

C 404

**SITUATIONS VACANT****RETAIL HOME**

**CORBY**, Northants. Pharmacist, lady or gentleman, required to manage modern pharmacy with rapidly expanding turnover in this "New Town," with predominantly Scottish population. A modern flat, with garage, is available. Early closing day Saturday. Superannuation scheme with transfer clause. A good salary will be paid to suitable applicant. Please apply giving details of career to Superintendent Chemist, Kettering Co-operative Chemists, Ltd., 23 King Street, Kettering.

C 2105

**COTSWOLD TOWN**. Experienced dispensing assistant required for a good class country business. Salary well above average with living accommodation if required. Interview expenses paid. Box C 2131.

**COVENTRY**. Pharmacist assistant, lady or gentleman, required for old-established, high-class dispensing and family business. Central position, excellent working conditions. Please apply, stating salary required, to Managing Director, Loveitt & Bones, Ltd., Hertford Street, Coventry.

C 2133

**COVENTRY**. Private company has vacancy for assistant pharmacist to manage busy dispensary, and to take active and responsible part in general running of busy main shop, staff of twelve. No rota or Sunday duties. Opportunity for management of branch in about twelve months if desired. This vacancy will provide first-class experience and carries excellent prospects. Salary to commence £1,000. Superannuation scheme in operation. Modern three-bedroom house available. Apply to Greens' Pharmacies, 49 Hertford Street, Coventry.

C 2126

**JOHN DENT** (Chemists), Ltd., of 79 New Square, Chesterfield, will require a Pharmacist in July to manage their branch shop, situated in a pleasant suburb of Chesterfield within easy reach of the country and the Derbyshire moors. A bonus and pension scheme are in operation and every assistance will be given to acquire accommodation. Please state salary required; there is no Sunday, holiday or rota duty.

C 2023

**LONDON, E.C.4, AREA**. Wanted Chemist/Manager for new shop opening July. Male or female. Busy position. Good prospects for energetic person. No living accommodation. Every encouragement for advancement. Write Box C 2116.

**ORPINGTON**, Kent. Lady dispensing assistant required in pleasant family business within easy reach of London. Permanency. Apply with usual particulars, including salary required, to H. J. Griffiths, manager, Farrants, 130 High Street, Orpington. Phone 20058.

C 2138

**MIDDLESBROUGH**. Pharmacist required to manage branch shop. Salary over £1,000. Competent staff. Superannuation scheme. Modern accommodation if required. Apply with usual particulars to Superintendent Chemist, Middlesbrough Co-operative Chemists, Ltd., Middlesbrough, Yorks.

C 2120

**QUALIFIED MANAGER** required for small branch business. Two lady assistants on staff. Suit young pharmacist, lady or male. Also qualified assistant for dispensing business, two qualified on staff. Suit young man. Excellent prospects. Northern Ireland qualification would suit very well and tie up with present staff. W. H. Hampton, Ltd., 47 Northgate Street, Gloucester.

C 2135

**Situations Vacant—Continued**

**PHARMACIST** assistant, lady, required immediately. No half-day, rota or Sunday duties. Close 1 p.m. Saturday. Congenial position in busy city business. Good supporting staff. Apply giving full particulars to Robert Howden, Ltd., 11 Fenchurch Street, London, E.C.3. (Phone: Man. 7065.) C 2124

**READING.** Opportunity for two young lady pharmacists to share small modern flat, £1,600 a year and management of business — predominantly dispensing. Mutual agreement for 40-hour week and four weeks' annual holiday. Stanley Bubb, M.P.S., Lansdowne House, Christchurch Road, Bournemouth. C 2125

**WIDNES.** Metcalfe's of Liverpool require a Pharmacist/Manager for their branch pharmacy at Ditton, Widnes. Salary £1,040 per annum for a 44-hour week. Three-bedroom flat available. Apply to Managing Director, Metcalfe & Co. (Liverpool), Ltd., 596 Prescot Road, Liverpool, 13. C 2095

**RETAIL (OVERSEAS)**

**APPLICATIONS** are invited from qualified male staff for service in Northern Rhodesia. Three-year contract. Apply by air mail giving full details of experience with copies of references. State age, marital status, religion, nationality, etc., to Advertiser, P.O. Box 202, Broken Hill, Northern Rhodesia. C 9039

**WHOLESALE**

**ALLEN & HANBURY'S, LTD.**, Bethnal Green, London, E.2, require a pharmacist to act as representative in the Republic of Ireland and applications are invited from men of sound character with initiative and drive. A period of training will be given. The salary will be commensurate with qualifications and experience and a contributory pension scheme is in operation. Expenses are paid and a car supplied. Full details of age, qualifications and experience should be sent to the Personnel Manager. C 9048

**ALLEN & HANBURY'S, LTD.**, Bethnal Green, London, E.2, require a pharmacist to act as representative for the Bournemouth and Southampton area and applications are invited from men of sound character with initiative and drive. A period of training will be given. The salary will be commensurate with qualifications and experience and a contributory pension scheme is in operation. Expenses are paid and a car supplied. Full details of age, qualifications and experience should be sent to the Personnel Manager. C 9049

**AYRTON, SAUNDERS & CO., LTD.**, require a pharmacist for analytical and research work, preferably with some experience. The applicant will be encouraged to work for A.R.I.C. if not already so qualified. Five-day week; pension scheme. Full details of age, qualifications and experience in writing to: Technical Director, 34 Hanover Street, Liverpool, 1. C 9066

**CONSCIENTIOUS** young man with technical background required to be trained as a compounder. Excellent prospects. Knowledge of French or Italian helpful but not necessary. Telephone for appointment Terminus 6127 or write to Box C 2142.

**EXPERIENCED REPRESENTATIVE** required for wholesale warehouse, to carry fashion jewellery as sideline. Good commission. Box C 9022.

**LEADING** cosmetic company in West London require Chemist for laboratory work. Knowledge oils and fats an advantage. Please write stating age, experience and salary required to Box C 2122.

**ORDER CLERKS.** The British Drug Houses, Ltd., require Clerks with a sound knowledge of ethical and proprietary medicines for telephone order and pricing work. Applicants should have experience in the wholesale distribution trade. Five-day week, canteen. Apply in writing stating age, experience and salary required to the staff manager, Graham Street, City Road, N.1. C 9018

**OPENING FOR  
WORKS CHEMIST**

Lancashire firm of Manufacturing Chemists with old-established nation-wide business require Pharmacist for quality control of wide range of medicinal liquid, tablet and powder preparations. The work will be interesting and varied, involving liaison with production and manufacturing departments. Applications, which will be treated in strictest confidence, should give full details of training, experience, age and salary required to Box C 9059.

**PHARMACIST** required as manager of modern factory in Hertfordshire, within easy reach of London. All applications treated in strict confidence. Write giving full particulars to Box C 9064.

**PHARMACIST**

required as

**Assistant to Sales Manager**

A young man, preferably aged 23-27 years, and of proven ability, is required to promote sales to retail pharmacies. Initial salary £800 p.a., plus commission and expenses. Saloon car and rent-free flat provided. Within two years the right man can expect to be appointed Asst. Sales Manager at a salary not less than £1,400 p.a. Please supply details of past career and qualifications, in strict confidence, to:

The Managing Director,

**THE CROWN CHEMICAL CO., LTD.**,  
Lamberhurst, Kent

C 9043

**PHARMACEUTICAL** manufacturers require young qualified assistant for quality control laboratory in Hampshire. He will be engaged on a wide and continuously expanding range of pharmaceutical products. A good salary will be negotiated in keeping with qualifications. Modern working conditions in newly-built laboratories. Non-contributory pension scheme. Write full details to Personnel Manager, Wm. R. Warner & Co., Ltd., Eastleigh, Hampshire. C 9050

**SANDOZ PRODUCTS, LTD.**, require skilled men for compressing and granulating processes at their new Horsforth factory. Also an experienced female packaging supervisor. Detailed applications to the Manager, Pharmaceutical Dept., Sandoz Products, Ltd., Calverley Lane, Horsforth, Leeds. C 2099

**SHIPPING CLERK REQUIRED.** Knowledge Customs drawback an advantage. Canteen facilities. Contributory pension. Five-day week. Apply, Secretary, William Ransom & Son, Ltd., Hitchin. C 9062

**TRAINEE/FITTERS.** The Scholl Foot Comfort Service requires young men and women between the ages 24/30 as Trainee-Fitters. Applicants should have a good basic education and must be mobile for the first 12 months. The work is interesting and offers good scope. A pension scheme is in operation. Applications giving details of age, education and career to date should be sent to: Personnel Manager, Scholl Foot Comfort Service, 182 St. John Street, London, E.C.1. C 9063

**WILLIAM FREEMAN & CO., LIMITED**, have a vacancy for an experienced sales representative, to cover the Counties of Leicester, Northants, and the part Counties of Lincolnshire, Warwickshire, Bedfordshire, Buckinghamshire, and Oxon. An excellent existing connection will be handed over to successful applicant, who should preferably be experienced in calling upon chemists and hardware outlets, both retail and wholesale. Car owner essential, domiciled on territory. Remuneration by salary, commission and expenses. Staff superannuation scheme. Application in writing to: The General Sales Manager, Suba Seal Works, Peel Street, Barnsley, Yorkshire. C 9033

**AGENTS WANTED**

**AGENT REQUIRED** on commission basis for the Counties of Kent, Surrey and Sussex, to take over existing agencies and appoint new ones for the sale of seeds and fertilisers for leading Midland horticultural house. Write giving details of area covered, other lines carried and experience to Box C 2103.

**AGENTS WANTED** (except London). Good connections chemists and stores. To sell new French toilet perfume. Popular price and immediate appeal. Big retail profit. Nationally advertised. Commission only. References essential. Box C 2127.

**AGENTS WANTED** in Birmingham, London, Bristol, Glasgow and Dundee, calling on doctors, clinics, hospitals, wholesalers, etc., for progressive ethical and proprietary medicines company. Ten per cent. commission paid to gentlemen who can show good results. Our proprietaries are in big demand by the medical profession. Box C 2140.

**ESTABLISHED FIRM** requires agents in Scotland, Midlands, West of England and Northern Ireland to sell first-class medicinal products, including two sell-on-sight Summer lines and one entirely new product with big sales potential. Box C 2136.

**IMPORTERS/WHOLESALERS** of high-class fancy goods who are agents for two important French perfumes require agents capable of selling to chemists and department stores. Territories available: Midlands, North and South Wales and Western Counties. Please give full details to Box C 2123.

**MANUFACTURERS** of cosmetics and toilet goods require energetic agents, well-introduced to chemists, in South-east England, South Coast, Bristol and South Wales. High rate of commission only. Box C 2128.

**SITUATIONS WANTED****RETAIL HOME**

**EXPERIENCED** lady assistant requires part-time post, mornings or three days weekly. Richmond district. Counter chiefly, willing to assist dispensing. Sansom, 145 Mortlake Road, Kew Gardens, Richmond, Surrey. C 2139

**UNQUALIFIED** lady with first-class counter experience seeks position with retail chemist in North, Central, N.W. London area. Box C 2134.

**RETAIL (OVERSEAS)**

**DENVER WILLIAMSON**, International locum, Kineton, Warwickshire. Replaces Proprietors/Managers worldwide. Experience home, France, Italy, South America, Africa. C 1987

**WHOLESALE**

**AN EXECUTIVE** (age 33) seeks progressive post. 12 years' experience in cosmetic and proprietary production control, purchasing, sales and market research. Holder of professional qualifications. Box C 2137.

**WHOLESALE (OVERSEAS)**

**NEW ZEALAND.** Medical representative returning shortly to N.Z., wants appointment as medical representative there. Wide experience in that country detailing doctors, vets, chemists. Also import procedure, costing and Government liaison. Write Box C 2119.

**AGENCIES WANTED**

**AGENT** seeks new lines for promotion in New Zealand. Good connection with chemists, vets, doctors, hospitals and stores. Lines in pharmaceutical, surgical instrument, fancy goods and toilet fields wanted. Agent at present in London. Box C 2118.

# A POST WITH PROSPECTS . . .

Are you a pharmacist (aged about 35) with sales experience, a sound general knowledge of the pharmaceutical industry and able to run an office? If so, do you want to be considered for an assistant managerial post on THE CHEMIST AND DRUGGIST with definite prospects of advancement in a few years' time? The post carries a four-figure salary, staff bonus and pension rights and offers an outstanding opportunity to the right man.

Those wishing to apply should write, giving their age and full details of their career to date, to:

THE STAFF DIRECTOR,  
MORGAN BROTHERS (PUBLISHERS) LIMITED  
28 ESSEX STREET, STRAND, LONDON, W.C.2

**D & P**

## SPECIALISTS

FINEST QUALITY WORK  
MODERN LABORATORY

### RETURN POSTAL SERVICE, DAILY VAN DELIVERIES, in

Preston, Chorley, Bolton and  
South Lancashire.

First Class Show Material **FREE** on request

**ORMSKIRK**  
**PHOTO SERVICES LTD.**  
ORMSKIRK, LANCS. Telephone 2380



## F. SCHUTZE & CO., LTD.

ESTABLISHED 1882

For "MASTER" BRAND SURGICAL TRUSSES  
SUSPENSORY BANDAGES  
JOCK STRAPS, etc., etc.

PERFUMERY BOTTLE WICKERERS in RAFFIA  
or SILK, plain or fancy, wide range of designs.  
Own bottles wickered at moderate cost.

Black Bull Works, Market Road  
London, N.7

## MEDICAL PROPAGANDA

Reckitt & Sons Ltd. wish to appoint an assistant in their Pharmaceutical Department to accept administrative responsibility for the direction of medical propaganda. The appointment would be at the Head Office of the Company. Applicants must have practical experience of similar work and should be in the age group 30-35. The appointment offers a wide range of interest in a developing field. There is a good Company pension scheme. Enquiries should be made in writing giving full information and should be addressed to the Personnel Director, Reckitt & Sons, Ltd., Dansom Lane, Hull.

C 9055

## BERDOE & FISH

*Chemists' Transfer Agents and Valuers*

41 ARGYLE SQUARE, KING'S CROSS, W.C.1  
(opposite St. Pancras and King's Cross Stations)

Wanted immediately good class  
businesses in London, Home Counties  
and South Coast. Private clients  
waiting with cash up to £10,000.

● All Valuations and Stocktakeings, carried out under  
personal supervision of principals.

Established 1870

Phone : TERminus 3574

March 21, 1959

**BUSINESS OPPORTUNITIES**

**EXPANSION OF PLANT.** Reputable firm making bath cubes for the trade is able to take further contracts. Box AC 46615, Samson Clarks, 57/61 Mortimer Street, W.1. C 8996  
**OPPORTUNITY** occurs for Representative with connection Surrey, Sussex, Hants, to join wholesale house, sundries, view to taking control. Capital required, £3,000. Box C 2121.

**WANTED**

**BUYER** specialises in disposing of job lots of any lines appertaining to pharmacy. Any quantity considered. Prompt cash settlement. Willing to discuss adaptation of any line which is not quite suitable in its present state. Please send samples and full details to N. Morris, 218 Walworth Road, S.E.17. Tel. No.: ROD. 7261. C 395

**WANTED**

**SURPLUS CAMERAS, ENLARGERS, CINE CAMERAS & PROJECTORS, PHOTOGRAPHIC EQUIPMENT OF EVERY DESCRIPTION, SURPLUS AND OUTDATED FILM & PAPER, LARGE OR SMALL QUANTITIES.**

Phone, write or call:—

**SPEARS**

(Dept. D.), 14 Watling Street, Shudehill, Manchester.

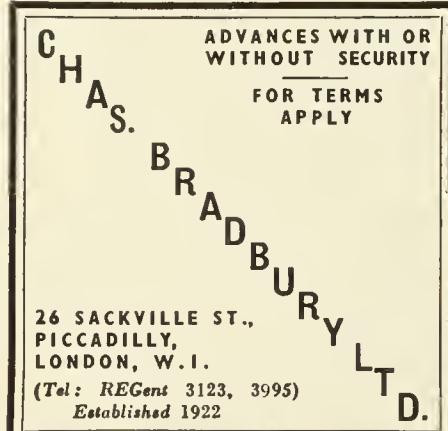
Phone: Blackfriars 1916.

Bankers: Midland Bank, Ltd.

C 438

**WE WILL PURCHASE** for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:— Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Bayswater 4020 and 7692. C 140

**TINCTURE PRESS**, second-hand, required, small, approximately 1 pint, Kirkealdy, 2 Fonthill Terrace, Aberdeen. C 2132

**MISCELLANEOUS**

C 439

**IMMEDIATE ADVANCES**  
£50 to £20,000  
WITHOUT SECURITY**REGIONAL TRUST LTD.**

8 CLIFFORD STREET  
NEW BOND STREET, LONDON, W.1  
Phone: Regent 5983 & 2914

C 353

**ACADEMIC  
ELASTIC HOSIERY**

Academic Elastic Hosiery offers you a range of exclusive quality N.H.S. stockings that have a special appeal to women who are regular wearers. They build goodwill and create profitable and continuous repeat business in your pharmacy. Write for details of Academic Surgical Hosiery, which will be sent with our terms and particulars of display material.

ACADEMIC DEPOT, LTD.,  
175 GOSWELL ROAD,  
LONDON, E.C.1.  
C 9031

IS PRICING YOUR PROBLEM?

**KENNETT PRICE MARKERS**

are ultra smart, beautifully designed solid plastic markers that will really sell your goods. Send now for free samples, absolutely no obligation. 55 Eastgate Street, Winchester, Hants.

C 409

**DEVELOPING AND PRINTING****QUALITY FIRST but QUALITY FAST**

**D** and **P**

Guaranteed per return postal service  
**Gwent Photographic Service**  
Snatchwood Works, Pontypool, MON  
Telephone: Talywain 355  
C 274

**Of a size to fit the pocket . . .**

REVISED, FULLY UP-TO-DATE, COMPLETE

FOR the chemist-contractor who supplies trusses and elastic hosiery under the National Health Service, this complete and handy illustrated handbook, written by a practising truss maker and fitter of many years' practical experience, tells:—

What appliance or garment to supply : How to measure and how to fit : Pitfalls to avoid.

With its forty-eight 4½" x 6" pages, it slips easily into the pocket. Its flexible linson cover stands up to wear without making the book heavy or bulky.

Fully revised, the book has been enlarged to include equally useful information on other appliances that may be prescribed on E.C.10 forms.

Send for your  
copy today

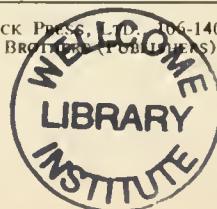
Price  
**4/6**  
Postage 2d.

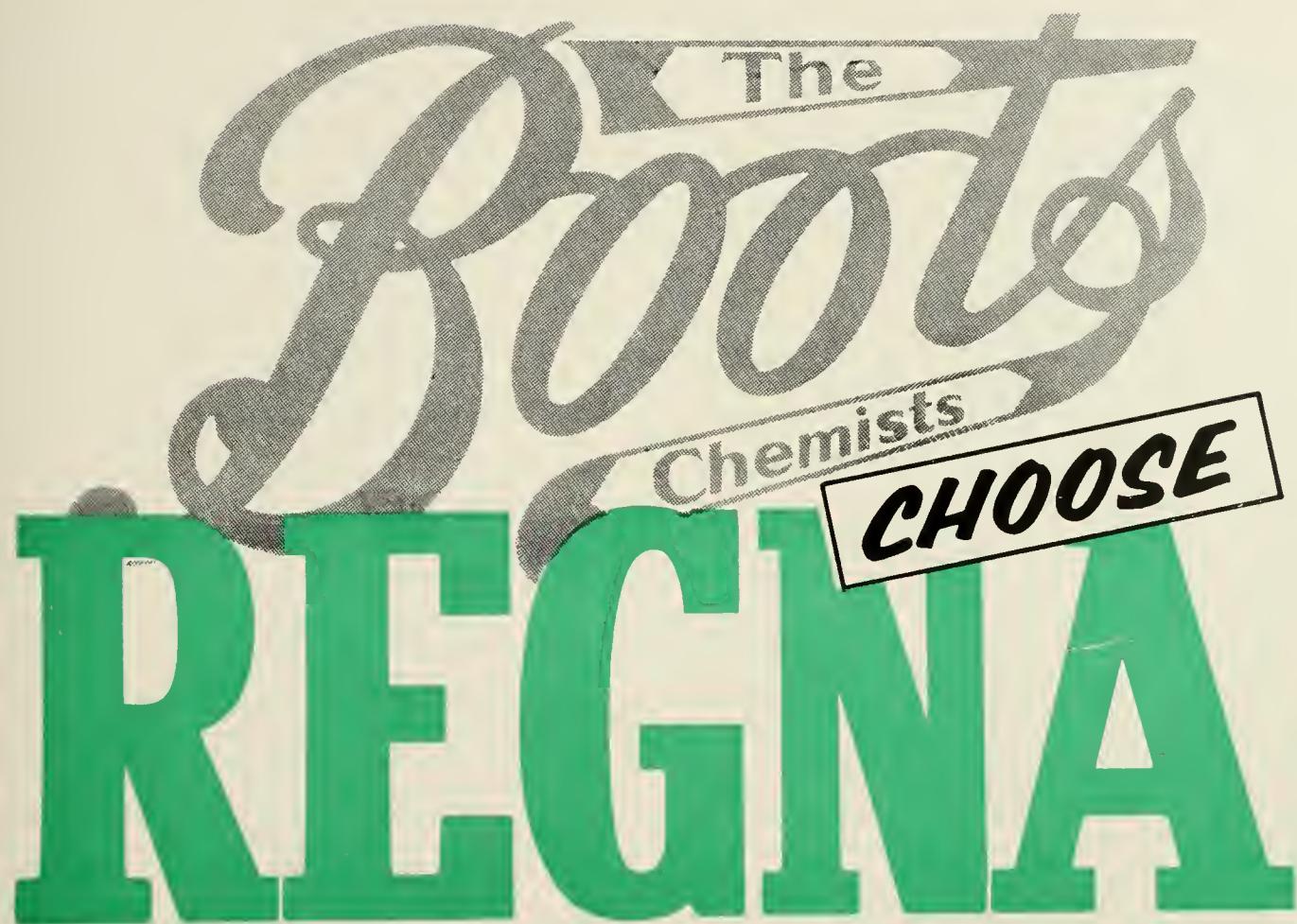
The Publisher:—

THE CHEMIST AND DRUGGIST, 28 ESSEX STREET, STRAND, LONDON, W.C.2

Printed by THE HAYCOCK PRESS, LTD., 106-140 Neate Street, Camberwell, S.E.5,  
and published by the Proprietors, MORGAN BROTHERS (PUBLISHERS), LIMITED, at 28 Essex Street, Strand, London, W.C.2.

70/24





## CASH REGISTERS

*For their new scheme of analysing shop takings throughout their 1,300 shops*

**1,000 REGNA CASH REGISTERS TO BE INSTALLED IN 1959**

**5,000 ADDITIONAL CASH REGISTERS NEEDED TO COVER ALL BRANCHES**

This major order for REGNA CASH REGISTERS is a remarkable triumph for this outstanding machine, and proves beyond doubt its pre-eminent position as the Master Cash Register for all cash control and analysing systems. There are models for every business — from single units upwards and at prices to meet all turnovers.

**AGENTS THROUGHOUT THE UNITED KINGDOM FULLY GUARANTEED SERVICE**



**THE REGNA CASH REGISTER COMPANY**

London: 27 JOHN ADAM ST., ADELPHI, W.C.2. Tel: TRAfalgar 3351/4  
Scotland: 109-111 STOCKWELL ST., GLASGOW, C.I. Tel: Bell 1614

Please send full details of the money-saving Regna Cash Register and details of the Regna system of Cash Control.

NAME .....

ADDRESS .....

**PLEASE RUSH**

**THIS COUPON**

*Children  
prefer...*



*allenburys*

# Malt and Cod-Liver Oil

ALLEN & HANBURY'S LTD LONDON E2